**Closing sentences to trigger our imagination**

* "You’re buying a home no matter what. You’ll just need to decide if you’ll buy one for yourself… or for your landlord."
* "If you are happy with your job and hours now, no problem. Just keep doing it. But if not, we need to talk."
* "So what do you think will happen if we don't change our circumstances?"
* "Looks like we will have to make a choice to either move forward, or to fall behind."
* "You can make a decision to start today or you could make a decision not to start today, and keep your life exactly like it is."

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How the pros talk to prospects

**1.** Listen for a problem we can solve.

**2.** Ask, "Do you have this problem?"

**3.** If they agree, ask, "Do you want to fix this problem?"

**4.** Wait for a decision.

**5.** If they want to fix their problem, ask, "When?"

**6.** If now, then our details of what we do.

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More tips?

I publish a separate Big Al Awesome Tips Newsletter twice a week. If you would like to receive those tips also, leave your email at:

[**http://www.BigAlBooks.com/free**](http://www.BigAlBooks.com/free)

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Isn’t it strange when team members tell us that they want to build million-dollar businesses, but won’t spend the $10 in gas to come to our Saturday training?

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