

Path to Agreement Questions

The following questions can be used in any stage of the client development process. Key points to remember. 1. The interview is about them. 2. It is not about getting the sale. The sale will happen when your personal intentions are not present (I need the sale). 3. Listen and don’t over teach. 4. Get clarity of their goals and dreams. 5. Keep them emotionally involved. 6. Be prepared to ask them to move forward. 7. Use stories of your success and others success with TIR. 8. Always reference “Successful people do…” 8. Ask open ended questions. 9. Ask questions for clarification that will cause them to stay emotionally involved. 10. Paint the picture of how the program will get them the **results** they are seeking. 11. Keep them out of their conscious thinking. Remember their paradigms of fear, time and money are being activated.

1. What is the reason you wanted to get together today? Find out what caused them to schedule the exploration session. **Listen!** They will give you clues to what they are seeking.
2. Tell me a little about yourself. Where are you in your life? Tell me about some of your goals.
3. What’s one thing you would change that could make a difference in your life?
4. What are the biggest challenges that are stopping you from reaching your personal and/or business goals. (Here you can introduce a lesson that will get them over the challenge).
5. On a scale of 1-10, 10 being the highest. How would you rate your happiness with your life? Where would you like to be?
6. Would you agree that your pervious thinking has brought you to this point in your life? Will the future be different if you continue doing and thinking the same way?
7. Where do you want to be in 1 year, 5 years or 10 years from today? Would you agree if you don’t change your thinking the future will look exactly as the last 1-5-10 years?
8. If time and money wasn’t an issue and nothing else could get in your way. What do you really want to do? How would you want to spend your days?
9. What’s holding you back from going after what you really want?
10. Is your (spouse or significant other) supportive of your decisions? Here you are uncovering their need to talk to their spouse first. Spend time exploring how you can help get spouse on the path to agreement.
11. Have you invested in other personal development programs? Share with me your results and what did you invest in time and money? Reference what successful people do…they invest in themselves. **“Investing in yourself is the best investment you will ever make. It will not only improve your life, it will improve the lives of all those around you.” ―*Robin Sharma***
12. Would you agree with me you could be doing better than you are doing? Why do think you’re not?
13. If, I could show you a way to accomplish one or more of the things you identified would you be willing and able to dedicate some time to making that happen?
14. **Prospects name**, What would you be willing to invest today if the results you are seeking were guaranteed? Let them give economic value to their goals. Use this question to explore two things. 1. How bad do they want to get new results. 2. Their willingness to get over the money paradigm and move forward. The goal of this question is to get them to put a value on their dreams, get a dollar amount. You will find what they are willing to invest is greater than our program investment. Remind them they are going to spend time and money anyway. Why not invest in yourself? You are the greatest investment you can invest in. **Would you agree?**

**“Formal education will make you a living; self-education will make you a fortune.” – Jim Rohn**

 **“The worst thing one can do is not to try, to be aware of what one wants and not give in to it, to spend years in silent hurt wondering if something could have materialized – never knowing.” – *Jim Rohn***

1. Have you ever had a mentor or coach?
2. If Bob and I mentored you, what do you think your life might look like in a year?
3. Would this be wise for you to move towards what you want in your life?
4. What would the benefit of starting this now? **“Days are expensive. When you spend a day you have one less day to spend. So make sure you spend each one wisely.” – *Jim Rohn***
5. What would it cost you if you wait? **“You cannot make progress without making decisions.”**
6. Are you ready to get started?
7. Do you want to be in the same spot a year from now?
8. How much longer are you going to choose to live like this? **“If you really want to do something, you’ll find a way. If you don’t, you’ll find an excuse.”** – ***Jim Rohn***
9. Are you sick and tired of being sick and tired? **“Happiness is not something you postpone for the future; it is something you design for the present.”** – ***Jim Rohn***
10. I will mentor you and guide you to make a really big difference in your life. How would you like that? Are you up for doing this? I am excited you have made the best decision and investment you have ever made. **“Learn how to be happy with what you have while you pursue all that you want.”** – ***Jim Rohn***