

15 Ways To Prospect Through Observing People:

Here are 15 points and ideas you can use with scripts.

A statement or question followed by the PROVEN appointment setting line...

Learn it: ...Do keep your options open in terms of earning money outside of your current profession?

1. You seem pretty unhappy at your job... do keep your options open in terms of earning money outside of your current profession?
2. Do you absolutely love your job since you seem so pleasant ...or do you keep your options open in terms of earning money outside of your current profession?
3. You sure seem to be a sharp-minded individual... do you keep your options open in terms of earning money outside of your current profession?
4. You seem to be really savvy when it comes to business, do keep your options open in terms of earning money outside of your current profession?
5. That is an absolutely stunning automobile... is it paid off? Just by chance do keep your options open in terms of earning money outside of your current profession?
6. I couldn't help but overhear your dissatisfaction at your place of work... do keep your options open in terms of earning money outside of your current profession?
7. You were down sized too? So was I but I rebounded to an even a better pay check have you ever heard of ____? Do keep your options open in terms of earning money outside of your current profession?
8. I couldn't help but see how well you handled that disgruntled customer. Have you been in customer service long? I'm consistently looking for sharp, quality, articulate people who have a way with the public, do keep your options open in terms of earning money outside of your current profession?

9. You have an absolutely beautiful smile, do you get complemented on it often? For me I love it when I see a genuine smile, it just seems to make my day knowing someone is as happy as I am. By the way, do keep your options open in terms of earning money outside of your current profession?

10. That is one of the sharpest suits I've seen a in a while. Do you mind if I ask you where you purchased it? (If a woman... I'd love to put my husband in one just like it) By the way do you mind if I ask what you do for a living? I'm consistently looking for sharply dressed and articulate people just like you. Do keep your options open in terms of earning money outside of your current profession?

11. Your children are absolutely darling. Are they in public or private school? Do you have a plan in place to fund their college educations? If I could show you a way to fund some of it or even all of it entirety, would you be interested in learning how? It is fun, rewarding and is helping people all over our great country. (Or the world)

12. You are one of the best waiters / waitresses I've had the pleasure of serving me. Does your family own the restaurant? Do you plan on being a waiter / waitress the rest of your life? I teach people how to make 4, 5 and even 6 figure incomes in their spare; time would that interest you in any way?

13. You're looking sharp today...what do you do for a living? How is your business? (listen carefully) I don't have a lot of time but... "Do keep your options open in terms of earning money outside of your current profession?"

14. Do you own this business, by any chance? Do you often feel it owns you? A friend of mine owned 4 stores in Canada he said, they nearly buried him. He was in the service industry. He has now moved on to what I do and has never looked back. Do keep your options open in terms of earning money outside of your current profession?

15. Do you own this business? Do keep your options open in terms of earning money outside of your current profession?