

Follow-up Questions (aka “How to Close”)

1. What excited you the most about what you saw/heard?
2. On a scale of 1 to 10, how interested are you?
3. If you were to take this on, on a part-time basis, financially what would success look like to you?
4. How many hours per week would you be willing to commit to to make that happen?
5. And how many months/years would it take for you to hit your financial goal?
6. Are there any other questions you need to have answered before you get started?