

Quality Interview (QI) Script:

Great to see you again, how's your day been? Relax them, you Relax.

As I'd mentioned to you-

I've been fortunate enough to have met & am being coached by a team of very Successful Business People.

This team specialise in working with Professional People to create secondary incomes/Passive Incomes.

All alongside what is currently undertaken.

They're all cashed up- Not looking for investors.

Just knew you'd relate to their Lifestyles!

I'll share just four of the principals & projects in just a moment, but let's take a moment to get to know a bit about one another.

Tell me; what are you thoughts, Ambitions, Dreams, Goals, your vision for your future?

Wow, so as I understand it you have a real passion for _____.

That's fantastic, as I mentioned; working with a great team of entrepreneurs- Coaching me.

What I've been taught is to share 4 basic principals that the team teaches, if you have an understanding or want to learn more about at least 2 of those 4 basics, I'll get you an introduction, & have you attend a workshop to have these basics explained in greater detail, then you can take notes & ask your questions, get them answered personally by the Team.

1. The first of the Basics the team teaches is how our money is generally made- They helped me understand how we make the \$'s & the differences.
2. The next is how the team teaches us to transition from producers to consumers using the internet as a tool, and then profit share in the volume created from that technique.
3. The company we keep- Fortune 500, Prestige and Exclusives are order of the day. No compromise on quality. Integrity only.

4. Project 1/ With the time frame, the methods they teach, how they teach it.- \$50- \$60 K p.a.

Project 2/ Same process again, little more commitment to time- we are told to tell you \$150K p.a.

These are some of the guys I'll introduce you to.

Lets just take a moment and go back to project 1, \$60 K, that's about \$5 K per mth.

- How would that impact your life?

I could commit to that; I truly find that close to my values.

- Out of those 4 basics, what interests you the most?

Great, what will happen from here is: - I will get in contact with the team, talk about you & your aspirations, and get you a ticket for the Workshop.

The next step - I'll confirm your ticketing with a call, when's the best time to call you? After work?

Can I make a suggestion about the workshop, just to bring you up to speed with it all- Business Dress- I'll be wearing a skirt suit, the men will all wear suit & tie. So dress to impress!

There will be about 150-200 people in attendance, but parking will not be a problem, simply park undercover.

Suggest a note pad & pen, the speaker will cover about 30 topics, pick up on about 3 to 5 areas specific to you, that will then give us something to guide us after the workshop as to the Business Plan suited to you.

And that will lead us to the next step.

So I'll confirm with you @ _____ on _____.

Great to see you again, will look forward to seeing you again soon.

Compliments of Deb Hibble