

# 7 steps enrollment process

- Remember there is no order in the question. Do it naturally, let your prospect speak and ask questions following what they say
- It for any business, Network Marketing opportunities/product/service or sales
- Make them dream
- Try to give stories or testimonials
- Take notes and use them to ask the right questions

1. Why did you start (Network Marketing) --> Make them **SPEAK of their DREAMS**
2. What stops you from achieving your dream ? **PROBLEME**
3. How would you feel if in 5 years you're at the same point, How would be your life ? Agitate the problem **FEAR**
4. Go back to their dream: How would it feels like if you could achieve that dream ? **DREAM/DESIRED RESULTS**
5. What would be the value (price) of that new life ? **Prepare them to an eventual objection price**
6. If you CAN HELP : What if I told you I have the exact blueprint on how you can achieve that goal ? Bring the **SOLUTION**
7. **Propose** them the product / **Invite** them to a business presentation with your upline within **2 days**

