

4 Question Follow Up

Name: _____ Phone: _____

Email: _____

Ask prospect to take a look at our business (i.e. Opportunity Video, recorded call, attend an event etc...)

Follow up with 4 Questions

1. What surprised you most about what you heard? _____

2. What did you like best? _____

3. Did anyone come to mind who would benefit from the products, business, or both?

4. On a scale of 1-10, where do you see yourself? 1 Being "I never want to hear about Arbonne again" and 10 being "I'm Intrigued about what I'm hearing Tell me more about the business."

1 2 3 4 5 6 7 8 9 10