

DISCOVERY INTERVIEW QUESTIONS

Find some common ground with your prospect by asking some of the following questions:

- Where do you live?
- How long have you lived there?
- Do you have children, how many, what are their ages?
- Where did you go to school?
- What do you like to do in your free time?
- Do you work or stay home with the kids?
- How long have you worked there and what do you do for them?
- What drew you in to that type of work?
- If they are a stay at home mom ask what did you do before you stayed home with your children?

If this is someone you already know catch up with them by asking:

- How's your family doing?
- What's new in your life?
- Have you been on any vacations lately?
- How is your job going?
- How is it being home full time with the kids?

Discovery Questions:

Start by letting them know that before you tell them about the Arbonne and the opportunity, you want to spend a few minutes getting to know them.

The Following Questions will help you determine how their current situation is working for them:

- What do you like about your current job/ or staying home with your children?
- What made you choose to do (that job or stay home with children)?
- What do you like about what you are doing?
- What don't you like about what you are doing?
- Is there anything else that you don't like about your current situation?
- What would you change about your current situation if you could?"
- If you could, what changes would you like to make in your life right now so that you have no regrets at the end of your life?
- What would that do for you?
- How does that make you feel to not have what you just said you wanted?
- What have you done about _____?
- If you continue doing what you are doing, where will you be in 5 years?
- Have you looked for anything that would give you what you are seeking?
- What's preventing you from making a change or doing it right now?