



Prospecting Mastery Institute

## 4 Prospecting Insight Questions

1. What frustrates you most about your business, I'm curious?
  - Talk through their answer(s) with them, it might enroll them in my program.
2. What do you think it would take to double your business?
  - Tells you their past experience, their mindset, their past results
3. I get what you think it would take to double your business, what have you tried and maybe not tried?
  - I will learn what works for them and what doesn't work for them.
4. What's the #1 thing you are trying to accomplish this year?
  - This will reveal their priorities/urgencies