“(Name) what I would like to do is ask you some questions and find out if or how I can help you. Now while we are on the phone today I will tell you anything you want to know, about (niche/sub niche) feel free to ask ME any questions at any time, interrupt me if you need to. The only thing that I ask is that you will tell me at the end of the phone call, whether or not this will work for you, is that fair?”

“Where is your (online business) at right now?

“What was your revenue for the last 30 days, last year, your costs last year… **are you happy with that**?”

“What else?

“How much advertising are you doing right now?”

“How much traffic are you getting? What are your current conversion rates for that traffic right now? How many subscribers are you getting right now? “

“Where do you want your online business to be 6-12 months from now?”

“What will it mean for you if you (could double your business in the next 6-12 months) (build your online business)

“What impact would that have for you?”

“What else?”

“I can help you do that on a personal level, and we can do this at the end of this phone call, we can do this on the next phone call, we can do it with email, whatever the case is, I can help you bridge the gap”

**\*\* “What is holding you back from getting to that level of success?” \*\***

“What else is holding you back? Why do you think that’s holding you back?

“What kind of impact do you think it’s having on you to not have that part of your life or your business in order?”

“What we are going to do now, we are going to talk about exactly what you need to do to achieve this in your life”

“What if you were to do begin (solving problem)? what if you were to do that?”

“We’ll strategize about your business model, and figure out how we will make this work.”

I want to tell you what I have to offer you to help you make all we talked about a reality.

[INSERT ALL THAT YOU HAVE TO OFFER RIGHT HERE]

Do you think that any of this can be of value and benefit you and your business?

“John now that we’ve identified exactly what we’re going to do. Step by step what you need to do, now the real question is what are we going to do get you started?”

\*\*“Do you really feel like if you do (what we’ve talked about) that you can stick with this, and put the time energy and effort to do what we’ve said you should do?”

\*\*“If we could implement this strategy that we’ve talked about, and we could change whats going wrong your (life, business) what would it mean for you?”

\*\* “John how long are you willing to wait to make this change in your life”

“In order to get started log into your paypal account--- OR

“In order to get started go to \*\*\*\*GIVE THEM AN OPTION BASED ON HOW MUCH THEY HAVE TO INVEST – OR TAKE TOTAL MONEY UP FRONT\*\*\*\*