

Interview that End in “Yes”

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Practice. Practice. Practice.

Use the *Come Join Us* booklet.

1. Introduce the page.
2. Ask them questions, then listen. Ask for details. Take notes. These will help you to remember and allow them to see you're taking them seriously. Really get to know what they need to know, and then answer.
3. Affirm what they say.

Even if your prospect is excited and ready to sign up without going through the interview process, go through the interview anyway. If you don't interview your new consultant, she (or he) won't know how to do one.

When they are talking about possible hosts, write the names right on the page.

When they mention someone they believe would also be good at the job, call them right then. Seriously. Call while she's right there with you.