

QUESTIONS to Discover Their WHY

There was a time when I thought that the Isagenix business could be for everyone !

I thought that everyone valued Time Freedom, Residual Income and all the Gifts our Isagenix opportunity offers. Boy was I wrong ! Isagenix is not for everyone. But it is right for many !

For example, it was not right for Michael . . . whose dream it is to become financially free with his Italian Ice franchise . . . and it was not right for the lady who worked at the Duke Chapel who loves to go to work every day and listen to the pipe organ.

It was right, however, for the entrepreneur who started her own door to door Whoopie Pie business . . . and it was right for the gal who was managing the Happy & Hale restaurant . . . after attending the University of Chicago and then John Hopkins to obtain her Masters in Health. It was also right for the soon-to-be bride that opened up her own metaphysical store and did not want to work there every day !

In order to “discover” who is right, you need to ask a lot of questions. Ask to see if it would be worth your time to mentor them . . . if they believe that they have what it takes, and if together, you could create a significant income in the next year.

HERE ARE THE QUESTIONS:

- What do you like most about what you are doing ?
- Do you see yourself doing this over the next few years ?
- If you could do anything else, what would it be ?
- Are you working toward saving for any of your dreams ? What are they ?
- Do you wish you had more free time ? If so, what would you do with it ?
- Do you like to eat well, work out and work on yourself ?
- What is your friendship circle like . . . what do you and your friends value ?
- Do you and your friends ever work out together ?
- Do you believe that you can improve your health, have more energy and look even better ?
- Are you on social media ? Do you engage regularly ? Do you have a loyal following ?

I suggest that if you start to engage with some of these questions and approach each person with more of an interview process ~ you will be quite surprised at how many quality people you will add to your list ~ and eventually to your Team. **The key is . . . you must do it consistently !**