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ERIKA DALE

# 20 PROSPECTING QUESTIONS

LEVEL UP WITH ERIKA DALE

# HERE ARE SOME OF MY FAVORITE PROSPECTING QUESTIONS THAT I'VE USED OVER THE YEARS IN MY NETWORK MARKETING BUSINESS.

Don't forget, it's always best to build rapport with someone before diving into some of these questions.

- 1 Would you be open to exploring another avenue of making income part time?
- 2 Ever wonder if there was a way to make money on Facebook?
- 3 If someone were willing to show you how to make money from home, would you be coachable?
- 4 What are your goals for the next 90 days?
- 5 Where do you see yourself in 5 years?
- 6 If money weren't an option, what would you do for a living?
- 7 How much extra money per month would be life changing for your family?
- 8 What do you currently do for work?
- 9 What's your favorite thing about your job?



- 10 What's your least favorite thing about your job?
- 11 I love \_\_\_\_\_ (compliment) about you! Have you ever thought about being an entrepreneur?
- 12 Do you like helping people?
- 13 If money was not an issue, what would you do to help people?
- 14 Do you keep your options open for extra income?
- 15 What are your three biggest passions?
- 16 What are you most looking forward to?
- 17 Do you have any fun trips coming up?
- 18 I'm looking for \_\_\_\_\_ (insert occupation) who are interested in earning some extra income, part time from their phone. Do you know of anyone?
- 19 What's been your biggest regret in life?
- 20 Has anything ever had you thinking about a home based business?

If you have any questions or you want to connect more, please stay connected and click one of my Social links below.



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