

## Enrolling Questions

**1. What did you like best about what you saw?**

*(Avoid asking, what did you think? - This illicit a positive response)*

**a. Tell me more about that?**

*(if the above answer is short, ask this question.)*

**2. Do you want to make a little or a lot?**

**3. What would you do with it?**

*(this is where they tell you their goals, dreams, desires)*

**4. At your current situation how long will it take you to...?**

*repeat what they shared with you on 3rd ? - this helps to create a little pain to help them make a decision and see how WV can help them achieve their goals/dreams)*

**5. Great, Welcome to the team. Are you ready to get started?**