

THE 5 STAR PROSPECT



OUR MISSION
HELP SOLOPRENEURS SCALE WITH SYSTEMS.

THE BS WORKSHEET™

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	GOAL	EXAMPLES	YOUR QUESTION
RAPPORT	Help the prospect relax and open up.	"So tell me a little about your _____ business."	
RESULT	Understand what they actually want to achieve.	"What's the _____ goal for you this year?"	
REALITY	Confirm this is a real business with a real foundation.	"What are you currently doing now to _____?"	
ROADBLOCK	Identify what has prevented success so far.	"What have you tried so far to get to _____?"	
		URGENCY "How soon are you looking to fix _____?"	
REMEDY	Position authority and provide value using a case study story.	3RD PARTY STORIES	Method - Explain system to fix roadblock
			Mirror - Client's problem similar to them
			Mistake - What they did wrong
			Momentum - Your fix to the problem
			Money "Typical budget to fix _____ is _____. Is that something you have budgeted?"

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