



CREATIVE  
SUCCESS  
SYSTEMS

## Creative Success Systems - Key Phrases for Closing Deals

### Sales

1. Permission - May I share with you a few ideas?
2. Which product are you most excited about?
3. Which product do you feel is the best fit for \_\_\_\_\_ (pain point)?
4. On a scale of 1-10, how closely does this fit what you need?
5. On a scale of 1-10, what is your interest level in seeing the new seasonal catalog?
6. What one product would make your life easier because it would save on time, money or stress?

### Bookings

1. If you could choose one product for free, which would it be?
2. What are your thoughts on getting some ladies together and hosting a party?
3. Which of your friends do you feel would be more interested in the benefits of this product?
4. May I share with you two ways to get this product? (offering the purchase price and the party opportunity)
5. On a scale of 1-10, how interested would you be in the details on how to get product on your list for free/half price?
6. What would be a better fit for your life and friends, an online virtual party or in home party?

### Recruiting

1. On a scale of 1-10, how interested are in receiving information on the business opportunity with \_\_\_\_\_ (company name)?
2. I'm curious, what are your thoughts on making some extra money teaching people \_\_\_\_\_ (the life change your product makes; to be healthier, take care of their skin, how to get their kids to love learning, etc....)
3. What is one thing you'd love to have more in your life? And if its money, what would number two be?
4. What do you would you do with an extra \$500?
5. May I ask you a little bit about your career? (What do they love about it? What is one thing that would improve the experience?)
6. What are you feelings on the idea of being self-employed?