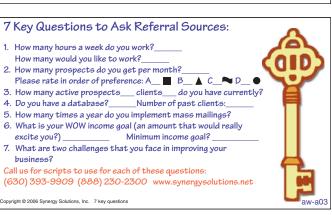
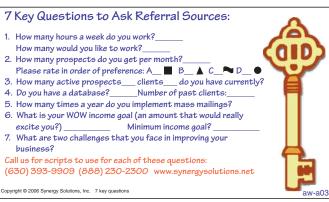
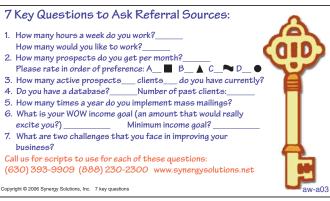
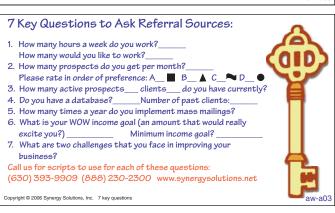


7 Key Questions to Ask Referral Sources:	>
How many hours a week do you work? How many would you like to work?	
2. How many prospects do you get per month?	
Please rate in order of preference: $A_{\bot} \blacksquare B_{\bot} \blacktriangle C_{\bot} \blacksquare D_{\bot} \blacksquare$	
3. How many active prospects clients do you have currently?	_ 1
4. Do you have a database?Number of past clients:	=
5. How many times a year do you implement mass mailings?	
6. What is your WOW income goal (an amount that would really	
excite you?) Minimum income goal?	
7. What are two challenges that you face in improving your	
business?	
Call us for scripts to use for each of these questions:	
(630) 393-9909 (888) 230-2300 www.synergysolutions.net	
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www.synergysolutions.net Analytical Drive Expressive Amiable

Four Personality Types:

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Amiables:

Do: Get to know the team and them personally, build Don't: Cause conflict, push

Will work with you:
Because they trust you and it will help the team.

For more information, please call: (888) 230-2300 aw-a03

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Four Personality Types:

Amiables:

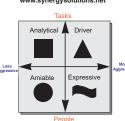
Do: Get to know the team and them personally, build Don't: Cause conflict, push too hard.

Will work with you: Because they trust you and it will help the team.

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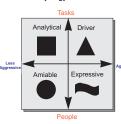
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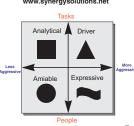
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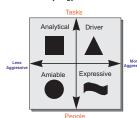
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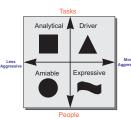


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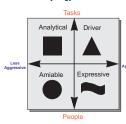
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