

GIFTING – Seek FIRST to Understand BEFORE offering Solution

Connecting Stage	Keep your eyes OFF YOU and focus ON THEM.	WHO are you?
Discovery Stage	BACKGROUD QUESTIONS What is their Present Situation (PS)?	WHAT do you do? Family, Occupation, Recreation, Money
	NEEDS AWARENESS NEEDS DEVELOPMENT Is Present Situation working?	WHAT do you want? WHY do you want it?
	SOLUTION QUESTION Action taken to date	WHAT have you done about your PS??
	CONSEQUENSE QUESTION What if they do nothing?	HOW do you feel about your Present Situation (PS)?
	QUALIFING QUESTIONS Are they prepared to change?	ARE YOU prepared to do something about your Present Situation?
Transition Stage	TRANSITION QUESTIONS Opens door to presenting your solution	If there were a way you could... Do you ever look at opportunities to do that?
Presenting Stage	YOUR GIFT IS THE BRIDGE How your specific features, advantages & benefits solves their problem or need.	GIFTING: You know how you said you would like more ... well, this can give you ..
	COMMITMENT QUESTION Help them commit to take action, next step.	Would you be willing to... (action step requested)

The **PURPOSE** of any business is to help people solve **THEIR** problem.
Seek **FIRST** to understand **THEIR** problem **BEFORE** you offer them
YOUR solution = **Gifting without fear, anxiety or objections.**
People have the **RIGHT ANSWERS**, Use the **RIGHT QUESTION**

GIFTING – Seek FIRST to Understand BEFORE offering Solution

Connecting Stage	Keep your eyes OFF YOU and focus ON THEM.	WHO are you?
Discovery Stage	BACKGROUD QUESTIONS What is their Present Situation (PS)?	WHAT do you do? Family, Occupation, Recreation, Money
	NEEDS AWARENESS NEEDS DEVELOPMENT Is Present Situation working?	WHAT do you want? WHY do you want it?
	SOLUTION QUESTION Action taken to date	WHAT have you done about your PS??
	CONSEQUENSE QUESTION What if they do nothing?	HOW do you feel about your Present Situation (PS)?
	QUALIFING QUESTIONS Are they prepared to change?	ARE YOU prepared to do something about your Present Situation?
Transition Stage	TRANSITION QUESTIONS Opens door to presenting your solution	If there were a way you could... Do you ever look at opportunities to do that?
Presenting Stage	YOUR GIFT IS THE BRIDGE How your specific features, advantages & benefits solves their problem or need.	GIFTING: You know how you said you would like more ... well, this can give you ..
	COMMITMENT QUESTION Help them commit to take action, next step.	Would you be willing to... (action step requested)

The **PURPOSE** of any business is to help people solve **THEIR** problem.
Seek **FIRST** to understand **THEIR** problem **BEFORE** you offer them
YOUR solution = **Gifting without fear, anxiety or objections.**
People have the **RIGHT ANSWERS**, Use the **RIGHT QUESTION**

GIFTING – Seek FIRST to Understand BEFORE offering Solution

Connecting Stage	Keep your eyes OFF YOU and focus ON THEM.	WHO are you?
Discovery Stage	BACKGROUD QUESTIONS What is their Present Situation (PS)?	WHAT do you do? Family, Occupation, Recreation, Money
	NEEDS AWARENESS NEEDS DEVELOPMENT Is Present Situation working?	WHAT do you want? WHY do you want it?
	SOLUTION QUESTION Action taken to date	WHAT have you done about your PS??
	CONSEQUENSE QUESTION What if they do nothing?	HOW do you feel about your PS?
	QUALIFING QUESTIONS Are they prepared to change?	ARE YOU prepared to do something about your Present Situation?
Transition Stage	TRANSITION QUESTIONS Opens door to presenting your solution	If there were a way you could... Do you ever look at opportunities to do that?
Presenting Stage	YOUR GIFT IS THE BRIDGE How your specific features, advantages & benefits solves their problem or need.	GIFTING: You know how you said you would like more ... well, this can give you ..
	COMMITMENT QUESTION Help them commit to take action, next step.	Would you be willing to... (action step requested)

The **PURPOSE** of any business is to help people solve **THEIR** problem.
Seek **FIRST** to understand **THEIR** problem **BEFORE** you offer them
YOUR solution = **Gifting without fear, anxiety or objections.**
People have the **RIGHT ANSWERS**, Use the **RIGHT QUESTION**

GIFTING – Seek FIRST to Understand BEFORE offering Solution

Connecting Stage	Keep your eyes OFF YOU and focus ON THEM.	WHO are you?
Discovery Stage	BACKGROUD QUESTIONS What is their Present Situation (PS)?	WHAT do you do? Family, Occupation, Recreation, Money
	NEEDS AWARENESS NEEDS DEVELOPMENT Is Present Situation working?	WHAT do you want? WHY do you want it?
	SOLUTION QUESTION Action taken to date	WHAT have you done about your PS??
	CONSEQUENSE QUESTION What if they do nothing?	HOW do you feel about your PS?
	QUALIFING QUESTIONS Are they prepared to change?	ARE YOU prepared to do something about your Present Situation?
Transition Stage	TRANSITION QUESTIONS Opens door to presenting your solution	If there were a way you could... Do you ever look at opportunities to do that?
Presenting Stage	YOUR GIFT IS THE BRIDGE How your specific features, advantages & benefits solves their problem or need.	GIFTING: You know how you said you would like more ... well, this can give you ..
	COMMITMENT QUESTION Help them commit to take action, next step.	Would you be willing to... (action step requested)

The **PURPOSE** of any business is to help people solve **THEIR** problem.
Seek **FIRST** to understand **THEIR** problem **BEFORE** you offer them
YOUR solution = **Gifting without fear, anxiety or objections.**
People have the **RIGHT ANSWERS**, Use the **RIGHT QUESTION**