

CONNECTING

with prospects



POWER

of Questions

When we learn all the nooks and crannies of a prospect's life,



we find ways to connect,

we discover the gaps that need to be addressed,



and we can see the possible solutions to pursue.



**Spot-on,
intelligent
questions**

...

**Reduce tension
Build rapport
Improve trust**

BECAUSE PEOPLE

...like to be asked.

...like to talk about their lives.

...respect you for asking.

...feel more important because you asked.

Learn more at:

**Trustworthy
Selling**

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