

**** 4 Powerful Closing Questions ****

The following are **4 Powerful Closing Questions** to ask your candidates during the "closing process" to bring them to a point of logical conclusion to join your Agel Team! Remember, we are looking for those people who "**light up**" when they come to your Cash Flow Classes & see the Agel opportunity!

1. Bob, based upon what you just saw ...If you were to get started in this business, on a part-time basis, about how much income would you need to earn per month in order to make this business worth your time? **Let them answer you**
2. Ok - Bob, about how many hours per week could you dedicate in order to develop that \$_____ per month income? **Let them answer you**
3. Bob, about how many months would you be willing to work _____ per week to develop your \$_____ per month income? **Let them answer you**
4. Bob, if I could show you how to earn that \$_____, working part-time _____ hours per week over the next _____ months, is there anything else you need in order to get started today? ? **Let them answer you ...**

Remember that these questions are designed to help guide your candidate to make the right decision to join you in Agel...but also remember to STOP after you ask the question and wait for their reply...and whatever they reply is OK...then move on to the next question.

If the income they are looking for seems unrealistic to the number of hours per week they are willing to work, or the number of months they are willing to achieve it, tell them. This will help to create realistic expectations. Perhaps they need to work more hours, or perhaps they need to lower the initial income goals to match their time parameters. Make sure that they are satisfied to take the "next step".

Since you are preparing to enroll new team members now, be sure to go to [AgelNetwork](#) and look for the green button "Enrollment Tutorial" and watch David take you through the steps.

You can also print out a hard copy enrollment application for your country by clicking on the "Resources" button on [AgelNetwork](#), where the drop down menu will take you to Section 4 - Document Downloads.

Friends, let this be your clear message...**Now** is the time to take action!

Wishing you success in all you do, *Ann & David Feinstein*