

# N.E.A.D.S.

A simple template to determine what your prospect currently owns and their thoughts about it. This can be used for learning about their current programs and career.

## N

What do you do **NOW**?

Where do currently work?

Who takes care of your (finances/insurance/college plan/ retirement plan) **NOW**?

## E

What do you **ENJOY** most?

What do you **EXPECT** the future to be like?

Are you **EXCITED** about your future?

## A

What would you **ALTER/CHANGE** about it?

## D

What are your **DREAMS**?

What **DRIVES/MOTIVATES** you each day?

If money weren't an issue – what would you do for your family? For yourself? For your church or cause?

## S

Who do/did you talk with and **SHARE** your dreams and goals?

Are you a **SELF-STARTER**?

Refer to S.T.E.A.M. Script to build a Field Training list and/or referrals

The key is to listen to the response, take mental notes you can use in the future. N.E.A.D.S. used properly will equip you to have a good discussion about joining our team & making their dreams come true