

SUCCESSFUL SCRIPT

LEARN ABOUT WHAT THEY DO, WHAT THEY HAVE

Used as a simple way to have a conversation with someone about anything. You're asking questions and learning about them. Whether you want to learn about their job, the financial products they own or what they see for themselves in the future.

N What are you own NOW... What is your job NOW...
Applicable for products or career.

E What do you ENJOY or LIKE about...
Applicable for products or career.

A What would you ALTER, CHANGE or IMPROVE...
Applicable for products or career.

D What are your DREAMS...How do you DECIDE...
Applicable for products or career.

S I'd like to propose a SOLUTION...Let's do this...
Applicable for products or career.

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