



YOU'VE STARTED A HOME BUSINESS, NOW WHAT?

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You have a wonderful home business and you want to tell everyone. You have people that are interested. You want to call them. You don't want to sound like a salesperson. You want to give them all the information.

1. Ask "How are you?"

This way you start small talk and try to make them feel at ease. Ask about the weather? Just to make you sound like a person not a salesperson.

2. Ask "Are you still interested in _____?"

Make sure they are still interested in listening to what you have. You don't want to start out giving information if they are not interested. If they do say they are not interested ask Why? Sometimes it just not a good time to chat and find out when would be a good time. Or they have found something else so ask what is it?

3. Can I ask you a few questions?

You want to ask their permission to move on. You want to let them know you have questions pertaining to what you have.

4. WHY do you want to work from home?

You want to know what is the reason they want to work at home. Money, family, time. These are the reasons they want to work at home.

5. How much do you want to earn? Part-time or full-time, replacement income?

This will give you a gauge on how important it is for them to earn extra money. It will also help you when you they start the business on what they would need to do to make that extra money.

These questions are simple and easy to answer. They help both the business person and the prospect. After you get the answers to those 5 questions then go into your business and what you do. If you have business overview calls, ask permission to take them to one of those calls. Give them an approximate time on how long it would take including questions.

Now that you know what to say you can get your business moving forward and starting helping others. Make it fun and if you make a mistake, don't worry about it. We are only human.

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