

WORKING WITH DIFFERENT PERSONALITIES

"D"

- Dominant
- Driven
- Demanding
- Determined
- Decisive doer
- Delegator

"I"

- Inspirational
- Influencing
- Inducing
- Impressive
- Interactive
- Interested in people

"S"

- Supportive
- Submissive
- Stable
- Steady
- Sentimental
- Shy

"C"

- Cautious
- Competent
- Calculating
- Concerned
- Careful
- Contemplative

Characteristics

Result oriented
Quick decisions
Control People
Power/Authority
Makes own rules

Characteristics

People Oriented
Loves to talk
Motivational
Enthusiastic
Recognition oriented

Characteristics

Family Oriented
Loyal
Slow to change
Security minded
Goes by rules

Characteristics

Detail Oriented
Perfectionist
Critical
Analytical
Takes time to change

Communication

Let them talk
They will tell you what they want
They may not listen to you

Communication

Focus on relationship building
Let them talk
Take an interest in them

Communication

You talk most
May not ask questions
Focus on flexibility

Communication

Don't get too personal
Answer questions thoroughly
Build credibility

Benefits focus

State of the art product
Easy and quick to use
Big international company
Directorship
Management
High Income potential
Independent

Benefits focus

Prettier more beautiful you
Easy to apply
Friends will notice
Recognition oriented
Impact on people
Seminar Prizes
Friends in company

Benefits focus

Guarantee
Better, nicer skin
Taking care of you is
good for family
Flexibility
Training & Support
Uncertain economy

Benefits focus

Guarantee
Scientific formulations
Facts in print
Show weekly summaries
Give hand outs to take home
Share web page
Answer all questions

Biggest root fear

Being taken

Biggest root fear

What others will think

Biggest root fear

Changing & loss of security

Biggest root fear

Criticism of work

Close the sale Q:

Wouldn't it be great to take it with you and not have to wait? I can get it for you right now.

Close the sale Q:

Would it be fun to take it home tonight? That way you can impress all your friends tomorrow.

Close the sale Q:

Isn't it time for a change? Now is the right time to start. You can always return it if you change your mind.

Close the sale Q:

Would you like to take it home and follow the step by step plan to see the results? You can always return it if it doesn't work.

Closing interview Q:

You are so sharp, you owe it to yourself to give this a try. This company was designed for women with your focus and vision.

Closing interview Q:

You have to do this. You will have so much fun and you're the perfect personality for this type of business.

Closing interview Q:

It sounds to me like you really want to do this. Why don't we fill out your agreement and order your kit so you won't be sorry later.

Closing interview Q:

Your next step would be to fill out your agreement and then we'll set up New Consultant Training. You'll receive a step by step plan for success.