

Absolutely incredible training below... the power of our words...amazing!
Jan T. NSD

There is wisdom in learning positive question openers, whether you are using them at class, or trying to get your child to eat his green beans!! You surely increase your positive results by about 1000%!

Examples:

Honey, can we go out to eat tonight? or Honey, aren't you glad we can go out to eat tonight and not have to cook?

Jason, would you please pick up your toys? or Jason, isn't it exciting that we'll read your favorite story right after you pick up your toys?

Karen, would you like to sign up as a consultant? or Karen, can you get excited about all the advantages of owning your own business?

In each choice above, the first option is one of those nasty old "yes/no" questions, that usually get a loud NO. People are conditioned from a young age to say "NO." In the second option, can you see yourself asking the question, with your head nodding up and down and with a big smile on your face and a sparkle in your eye?

Try the openers below in everyday conversation. See if you can use at least 5 of them today. Practice a bit, and they'll become automatic, and all your communication will be happier and bring better results for everyone!

thanks to Chelle Hill for sending this out, and to Darlene Rutledge and NSD Lynda Jackson for forwarding

Positive Question "Openers"

Independent Executive National Sales Director Arlene Lenarz writes, "I remember the first time I attended a class about positive question openers. The teacher said we should say two sentences/statements and then ask one positive question. What do you think about that? He also told us when we put three sentences in a row without a question; our listener is no longer listening. He said, 'When every third sentence is a question, you will triple your sales,' and it worked for me! Can you see the benefit in trying it? Use this technique with your family, too. Talk about results! Did you realize that every third sentence in this paragraph was a question?"

"It's been taught that the more you get people to smile, laugh, and say yes, the more they will buy. When you are at an appointment and just lecture, they will only retain 20 percent of what you say. If you get them to interact with you by smiling, nodding and laughing or crying, they will retain up to 80 percent of what you say. Use these following questions at your appointments and during interviews. My husband often gives speeches/talks and uses them in his business. His talks get rave reviews! Dazzle your next appointments!"

How to ask your way to success...

- Can you get excited about...? (example: Can you get excited about a 155% increase in skin softness with our "miracle set?")
- Do you see the value of...?
- Do you see the benefit in...?
- Can you see the merit in...?
- Wouldn't it be terrific if...? (ex: Wouldn't it be terrific if you were using this product every morning and every night?)
- Aren't you glad that...?
- Aren't you looking forward to...?
- Doesn't it make sense to...?
- Don't you agree...?
- Isn't it going to be fun when...? (ex: Isn't it going to be fun when you are receiving constant compliments on your skin?)
- Isn't it about time that...?
- Doesn't it give you confidence to know...?
- Wouldn't it be worthwhile to find...?
- Can you see the advantage of...?
- Wouldn't it be reassuring to...?
- Don't you feel that...?
- Wouldn't it be great to save money by...?
- Aren't you really excited that...?
- Won't it be gratifying when...?
- Isn't it good to know...?
- Wouldn't it be marvelous to...?
- Haven't you enjoyed...?
- Haven't you benefited by...?
- Wouldn't you be happy to...?

- ▪ Aren't you happy to know...?
- ▪ Aren't you anxious to know...?
- ▪ Isn't it fantastic to know...?
- ▪ Isn't it wonderful to find...?
- ▪ Wouldn't it be satisfying to find...?
- ▪ Isn't it worth considering that...?
- ▪ Wouldn't you prefer...?
- ▪ Don't you feel that it is best if...?
- ▪ Don't you feel knowing that...?
- ▪ Can't you see how this would...?
- ▪ Wouldn't it be significant if...?
- ▪ Wouldn't you like to strive for...?
- ▪ Wouldn't a higher quality life be worth...?

