

# Raising the Bar for Business in New Mexico



IDSP Business Academy

League of Enterprise Accredited Professionals

## Enterprise Mastery

18-Week Program

• Art of Enrollment

For the XpanZion  
Enterprise Platform

Worksheet 1 of 18

### 1) FIRE Element – Connect:

- Do research and be prepared for your consultations
- Share a story to relate to your client's situation
- Explain how you solved the problem they are facing

### 2) EARTH Element – Service:

- "What project are you most excited about and what are you looking for next?"
- "How can I support you in that?"
- "If I could help you with that, is that something you'd be interested in hearing about?"
- "What would most serve you right now?"

### 3) METAL Element – Acknowledge:

- "What I appreciate about you is..."
- "What I see in you is..."
- "I get that you are committed to..."

### 4) WATER Element – Curiosity:

- "How's your ... (neck, job, life, dreams, or whatever you help people with)?"
- "I'm curious. Would you tell me more about that?"
- "What's that like for you?"
- "How is that affecting... (your life, your business, your relationships)?"
- "What do you want instead?"
- "How would you feel if you got that?"
- "If we were to work together, what would you see yourself getting out of it?"

### 5) WOOD Element – Choice:

- "Would you like to sign up for the program?"
- "Would you like to schedule a session?"
- "Would you like to get started?"
- "Can I follow up with you in a few days?"

