

## **IDSP Business Academy Art of Enrollment Worksheet**

Client Name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Date: \_\_\_\_\_

What is the single most important thing to you about your...?

Business: \_\_\_\_\_

Life: \_\_\_\_\_

Relationships: \_\_\_\_\_

Health: \_\_\_\_\_

(Your service as it relates to them)

In a perfect world, and you had no limitations, what standards would you really like to have?

Business: \_\_\_\_\_

Life: \_\_\_\_\_

Relationships: \_\_\_\_\_

Health: \_\_\_\_\_

(Your service as it relates to them)

When it comes to achieving what's important to you, what's holding you back and what frustrates you the most?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

If these challenges could be resolved and your goals met today, what would that mean to you, your business, your family in the following areas?

Time: \_\_\_\_\_

Wealth: \_\_\_\_\_

Relationship: \_\_\_\_\_

Health: \_\_\_\_\_

What do you think it's costing you to avoid resolving the things that are holding you back?

If you don't make a change soon, where will you be in a year from now? \_\_\_\_\_

2 years? \_\_\_\_\_

5 years? \_\_\_\_\_

On a scale of 1 to 10, how serious are you about taking action to make a change to eliminate your pain points and meet your goals so you can have \_\_\_\_\_?

1

2

3

4

5

6

7

8

9

10

Well, if I could show you how to eliminate (read pain points from above) and show you how to achieve (read goals and lifestyle points from above), would you like me to tell you about that?

Now that they are on the edge of their seat, you can describe your program and make your irresistible offer!