

Sharing Appointments Tracking Sheet

Be interested (think Oprah). Find common ground. Weave your story by relating what's relevant to them. Let these questions lead you to more questions about them, what they want and need and why that's important. Everyone has something about them that makes them unique in the world. Everyone wants to be seen, understood and valued.

Name: _____ F _ C _ E _ V _ Date: _____ Occupation: _____

About you: _____

Love about job: _____ Change about job/Situation: _____

3 Things Dream Career: 1 _____ 2 _____ 3. _____

Biggest Need: _____ Impressed you about MK: _____

If I only had 5 min, what would you need to know about MK: _____

What, if anything, would be your biggest obstacle/challenge: _____

Biggest Reason try MK: _____

How would you feel if you (created that, had that, achieved that)? _____

I would love to work with you. :) Is there any reason why we couldn't get you started today?*signing bonus

Response: _____ Next Step: _____ Follow Up Date: _____

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