

## Treasure Hunting

The purpose of the NAPA is to “Treasure hunt” - to find every gift, talent, skill, contact base, experience in your new associate and marry those existing gifts to PPL. Then at the end after listening to the prospect and understanding who they are, show them based on what they just told you, how PPL could help them reach their dreams, personally, professionally, and financially in a way that fits who they are. Write down all of the information that would help them succeed in PPL.

How did you hear about PPL? (Tools, Meetings, etc)

How long ago did they hear about this business?

Tell me about your background and what other activities are you involved in? (searching for Contacts)

What interests you most about our company? (What motivates them) (driven by heart, principles, money, timing)

How would you go about developing a successful with PPL? (Search out their ideas to see how on-or-off they are to the correct way of doing business)

In developing a success plan with PPL, what kind of income would you like to earn?

How soon would you like to reach that kind of income?

If their answer is off the wall ask, have you ever earned that kind of income before?

If not, ask why do you feel that you could earn that kind of income in PPL?

Where have you had the greatest success in other areas of your life? (philosopher or realist)

What kind of money, time freedom, quality of life, etc did you earn from these successes?

Were you happy with those results?

What would you want to be different?

**Take this info on how they have succeeded in the past, with the skills they have already used, with the work experiences they are comfortable with and map them out on a success journey of how they would succeed in PPL with the potential they already possess. Share testimonials of others in Pre-Paid Legal who have similar backgrounds and how they have been successful.**