

Dental Consultant Master Academy

Action Sheet - Week 34 **Enrollment Skills with Your Client**

Get in front of a mirror and ask these questions as if you are talking to a client. If you can, role play with a colleague or family member:

“Where are you at in your income?”

“Are you making the type of money you want to earn?”

“Is your personal life where you want it to be?”

“Where are you in your finances?”

“How did you get here?”

“Where do you want to go with your business and in your life?”

“What is most important to you in your life?”

“Do you have a plan in place to get where you want to be?”

“Doctor, how can I help you?” or “Doctor, how can I support you to accomplish your goals?”

DISC PROFILE

<http://discpersonalitytesting.com/>

Go to the website and complete the profile for yourself. Look at what type of personality profile your client, future client or someone else you know may be. Write down what you need to know about this person to communicate more effectively and be the influencer. You may choose to do this with your spouse or significant other.

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