



# How to Profit from Free Discovery Sessions?

Stop wasting time by solving problems for free when you could be selling high-ticket coaching and creating really happy customers!

Find the prospect's frustration. Uncover what is preventing her from moving forward in one specific area? That's the key. Write down the pain point you just identified and then apply these qualifying questions:

Two horizontal input fields for notes.



## Pre-qualify Prospects with these questions:

 If I show this client this missing piece, will she be able to afford the next step?

 Is this solution something she will not be able to resist when she sees it?

 Will the solution convince her I am the right person to help take the next step?



## Ask the Right Question?

To make sure the prospect is attracted to your free discovery session for the right reasons, ask the right question. It should be specific and memorable while stirring an emotional response.

1 "What one thing is holding you back?"

2 "What must change to move forward?"

3 "Why can't you create the new habit?"

4 "What is the most important action now?"

5 "What action, tool or skill is stopping you?"

6 "How would your life change/be different a year from now if...?"

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