



## Getting Hooked on Hopium

- Your story
- The “Magic Question”
- Counting SSC’s
- “I’m interested” can mean?
- Your next small action step



### Discussion Questions

1. Do you have a “hooked on hopium” story?
2. Have you used the “magic question?” (Are you willing to work with me on a calendar basis?) Why or why not?
  1. If you have used the magic question, then what happened?
3. Does it make sense to start counting “Scheduled Sales Conversations” instead of calls? What’s your take?
4. When people say they’re interested, but won’t meet with you on a calendar basis, what may be happening? (Letting you down easy? Politely getting rid of you?)
5. What is the next small action you can take as a result of this Instant Sales Training session: