

Brainy Script Super Intelligent Model #1

by Kim Klaver

Test the waters before you start telling them
what you have or how wonderful it is

Used with messenger or text...
Use this as your opener to get a reading...

Opener (post this in two lines)...

Hey Lulu?
Question for you?

wait for response. If there is none, let it go...

If they indicate “yes, what’s the question...”

Send a smiley

Then this:

On a scale of 1-10,
where do you stand on this?

Hit return wait for their icon to drop down, and type in this...

**1 = Don't care at all. 10 = OMG VERY
important to me!!!!**

Wait for them to acknowledge and *type in*:

Ready?

Wait for their FB icon to drop down...and type in
the question asking about the ***problem that
you specifically help people with...***

After they say, "OK!" Here's an example 1-10 question:

This is a format you can use...

Create yours based on the problem you solve, or the
outcome you help them achieve.

After they say, "OK!" Here's an example of a
Test the Waters question:

*** How important is your
weight-energy-feeling sexy to you?
(if you offer such a solution)**

or

*** How important is having something of your
own, to you? In case you want to
ditch the 9-5?
(if you offer an income opportunity)**

or

*** If I could only stop being overwhelmed I'd
get things done!
(you offer a daily priority program)**

Wait for the person choose a number. 1-10

**Super intel model 2:
We just talked to the 10's.**

Bottom line: Each of these example “Yes-Tests” focuses on **the problem or desire *you help someone with.***

Note: *Say nothing about your company yet.
No product talk.*

Talk only the **problem** and or the **result** you can help with.

We’ve done this ‘Yes-testing’ for 29 years, have sponsored literally thousands of people over 29 years, faster than anyone else, into 6 different companies.

This is how we **got to the top in record time** each time. And never lost friends. We were *sponsoring machines* with this. It was quick and stressless.
Yes or no for now.

We had ZERO stress around doing this kind of reaching out...

*Nobody knew or asked what the company or product was at first, because all we focused on **was the problem that we could solve...***

*We only wanted to identify the person who said **THEY HAD** the problem that we could solve...and were a 10 to solve it(!)*

**We talked just to the 10s.
5-8 in 10 enrolled.**

We did hundreds of phone calls just like this. Same approach. Got dozens of referrals...

Report back on your results? (See below how!)

- Kim Klaver



Come join our Facebook FB group? “Next 100 Clients”
A Place where peeps have fun getting enrollments and discovering unique ways to connect with the right ones!

<https://www.facebook.com/groups/theyestest>

(*Answer the 3 questions there to get access*
Can't wait to see you there!!!)