

You never know what might inspire someone to take the next step. It may be an Independent Beauty Consultant's personal or professional readiness or it could be asking the right question at the right time.

You might consider asking these questions as you encourage growth, activity and development in future leaders.

1. How can I best server you?
2. Do you have the time right now to make that happen?
3. What's been exciting for you lately?
4. What are the top things on your list that are making you feel challenged? Of those, what is most important? Do you want to work on it now?
5. Where do you want to be in five years from now? What do you dream about?
6. What do you see in your family's life that could hold you back right now? How can I help?
7. Now that you know your goal, what are you willing to sacrifice for it?
8. What did you do that was great this quarter? What can you improve on?
9. Who is your biggest support person? Who influences you? May I meet him/her?
10. Have you mastered your full-circle communications skills?
11. May I help you find a solution? May I check in with you to see how it worked?
12. What is your intent? (The "how" will come after the intent is defined.)
13. Is that line of thinking going to change your life?
14. Do you believe that becoming an Independent Sales Director could bring you more financial growth opportunity?
15. What would be the best thing that could happen in your business? What are you willing to do to achieve this goal?
16. Is there a goal that you want to achieve that would make your family proud?