



Answering Questions

Listed below, you will find the common questions you may encounter while connecting and sharing your story. Take some time to familiarize yourself with these common questions & answers, as well as practice them so you are comfortable and prepared to answer them in the future. Note that many of the answers follow up with a question; this helps you gain a better understanding of where questions may be coming from and keeps you leading the conversation.

WHAT'S THE ASSET/ THE BUSINESS ? WHAT DO THEY DO?

(These are roughly the same question. Our duplicatable asset is purchasing power, but that's not what they are asking)

ANSWER: My mentor helps companies streamline their supply chain online by cutting out the middleman. Just like Uber, Airbnb, Netflix, etc. Easiest way to understand would be like Amazon but with fewer products. Just so I understand, what's your background in asset development?

WHAT WOULD I BE DOING?

ANSWER: To be honest, I'm not even really sure. All I can do is bring your name up, and if I get good news, I can call you. How familiar are you currently with different ways of creating passive income?

DO THEY HAVE A WEBSITE?

ANSWER: Our websites are password gated, because it's a private mentoring program. They do not have any recruiting type website like that. (You can verbally mention Excessive Living website)

WHAT IS THE NAME? / WHAT'S THE COMPANY?

ANSWER: Do you mean my mentor? It's (the name of the person coaching you). Why do you ask? What specific mentorship programs have you looked into?(Potentially after their answer) Well, my mentors are a couple here in (location) but with all due respect, I don't really feel comfortable giving out all their info to people I don't know that well yet.

IS IT AMWAY? / IS IT AN MLM? / IS IT NETWORK MARKETING?

ANSWER: So when you say Amway / MLM / Network marketing, are you referring to a "selling & recruiting" type of business model? (They will say yes.) In that context, no. We do use a networking model, but it's mentorship focused.

HOW MUCH DOES THE MENTORSHIP COST?

ANSWER: Although I was willing to pay for it, they have never charged me for any of their time. That's why they take people through an extensive vetting process, so they don't have to waste their time.