

ENROLLMENT CONVERSATIONS by Personality

Why They Buy:

Measurable impact to the bottom line:

More income, reduce expenses, save time, ROI

Why They Buy:

So they can help people / make their lives better / happier

So they can have more time to spend with their family

Less stress and overwhelm

Why They Buy:

To solve problems

It makes it faster than doing it themselves – save time

Like systems & templates

Why They Buy:

It's interesting and FUN

Self development

It's a group / community

To be able to serve more people