

SCRIPT: YOU-ME-YOU SANDWICH

YOU:

- Intro: Hey, do you have a few minutes to chat?
 - Always ask for permission!
- Ford Icebreaker: Seek to understand
 - Family: Ask them something personal about their family
 - How is your family?
 - How is everything going with your kids in school?
 - Is married life treating you well?
 - Occupation: Ask them about their career
 - Is everything going well at work?
 - How are you liking your job these days?
 - How's business going?
 - Recreation: Ask them about their hobbies and interests.
 - I've always known you to be a hard worker! Do you have any vacations, or anything fun planned?
 - Do you have any fun plans this weekend?
 - _____ is coming up, do you guys have plans for it already?
 - Are you still playing _____? How is that going?
 - Dreams: Ask them about their goals and accomplishments.
 - Is there anything big you are working towards at work or in your personal life right now?
 - What's something I could be praying for you for?
 - What's something I could do to help you reach your next goal?
 - Do you have any big goals you are working on right now?
- Listen: Actively Listen
 - Dig deeper: Why? Why? Why?
 - Validate what they said to let them know you listened.
 - "If I am hearing you correctly you're saying..."
 - Repeat what they said in a summary format.
- Respond: Do something about it!
 - Show you care.
 - Physically solve it with your time, treasures and/or talents.

ME:

- What are you trying to solve? (Proactive Points)
 - Invite them to an event. "I'm going to a networking event on Tuesday, would you want to come with me?"
 - Ask them to meet you for an appointment. "Can you meet Thursday for coffee?"
 - Ask them for an introduction. "Who do you know that..."
 - Ask for feedback. "Would you leave me an online review?"
 - Ask for business. "Can I help you..."

YOU:

- Honor:
 - Add value with words of affirmation.
 - Thank them!