

Questions to Ask Potential VIP's

1. What things do you continue to do that make you successful?
2. How did you get started in your profession?
3. What do you love most about what you do?
4. What advice would you give to me about how to have longevity in the business world?
5. Where do you go to meet people that you enjoy connecting with?
6. Who comes to mind that you enjoy spending time with that you think I should meet?
7. What is one thing about you that you feel connects you to others?
8. How do you balance your personal life and business life?
9. What qualities do you look for in an individual or in their business before you refer them to your clients, friends, and family members?
10. Do you have a go-to REALTOR® or Lender that you work with?
11. What do you love about working with them?
12. Are you dealing with any issues that is in your business that I could help you with?