

# ? FAQ People May Ask & How To Handle Them ?

(In person and on messages - to be huddle played)

**Tip:** If you can't answer a question that someone has asked to, a 'safety net' to always fall back on is to use this following statement:

👉 "I'm **actually still learning** from my mentors, but i can check with my mentors to find out and I can let you know more but so far, the biggest value for me has personally been \_\_\_\_\_"

👉 "I'm **actually still learning** and i wouldn't want to give you the wrong info, but if you're actually really wanting to learn i could potentially connect you to one of my mentors to learn directly from them if that is something you'd appreciate?"

## 💡 WHAT'S THE BUSINESS, HOW DID THEY DO THAT?

👉 It's really simple, we tap into existing business systems within the ecommerce space to create income. Have you looked or explored any businesses before yourself?

*(Case by case approach for question, not something I'd personally always follow up with- however usually used if someone is very curious and just wants to know all the details then challenge them, we want to see if it makes sense for us to share info with them)*

👉 My mentors are all about helping us tap into the online space, which is definitely where the world is heading. What we do is streamline the supply chains of everyday consumable goods freeing up money that we earn a rebate on. I'm still diving deep into all the details myself however I'm really grateful to have mentors who have been in this industry for years. They've built a 6 figure cash flow and left their jobs in their 20s and 30s, which is pretty amazing!

## 💡 ANSWERING THE 'WHAT IS IT' QUESTION AND THEN SHIFTING TO THE "WHO"

**First answer their question on the what**

1. 👉 It's real simple, we tap into existing business systems and streamline supply chains of everyday goods (essential items) which frees up money as you cut out the middle men, and we make profit from that. Its really simple. (Follow up with edifying the WHO, or a question)

2. 👉 It's very similar to other systems like Amazon and Uber but what we do is we help streamline the supply chains online of goods and services in the daily commodity goods industry. Its really simple to know

**(Below are examples of going into the WHO)**

- However the real value for me has been the guidance and the coaching I've been getting from my mentors as it's helped me...
- However the real value for me has been the association of successful entrepreneurs to learn from, and its made a big difference for me within \_\_\_\_\_

- But for me what I'm so grateful for is having my mentors in my corner because they've really helped me see another pathway for how I want to live my life and etc

*(Add in short sentence about 1-2 key values you've gained which you feel will be relatable to person and their wants needs desires)*

3. 👉 It's really simple actually, basically helping business systems streamline their supply chain online. Think just like amazon and what they do but we do with 450+ goods and services, might not make a whole lot of sense to you as I explain that haha but I was really fortunate to learn from my mentors who sat with me and educated me around what they did over 4-6 weeks of education process ( *what about yourself .. question*)

4. 👉 We pretty much use existing businesses online, that's where the world is moving towards. Pretty much streamline supply chains for daily goods which cuts out the middlemen and frees up money on which we get a return on. However I am still learning around the details so it's probably more my mentor's information to share and better explained by them. But what I've really appreciated is having mentors....

**(Back to the WHO** and 1-2 value points you have gained in your life, or mentioning if you really want to learn more about what I do I could potentially connect you to one of my mentors to learn from them)

*^Half DTM above only case by case where you feel it's not premature and it makes sense. This is where you trust your gut feeling based on how you feel about the person you're connecting with. Huddle play this if online.*

5. 👉 That's a great question! I'm actually still in the process of learning the full scope of the business myself, but I've aligned myself with mentors who have been in the wealth creation space for over six years and have achieved incredible results. Rather than me giving you second-hand information, I'd love to connect you directly with them so you can learn firsthand what I've been learning.

If I could create that opportunity for you to get insight from someone who's achieved real success, would that be something you'd be open to exploring?

### 🌟 **AFTER ANSWERING THE 'WHAT IS IT' QUESTION**

Follow up with a question based on ideas they've shared in the convo, or bring it back to the WHO and then follow up with a question

👉 *Have you had a mentor before?*

👉 *Are you also doing much in your spare time to get ahead?*

*Why do we ask a question back? Because we want to be in the driver seat of the conversation and have control over where we lead it towards and the topics we focus on. The one who asks the questions is the one in control of the conversation*

## 💡 IS IT LIKE PROPERTY/SHARES/TRADING/DROPSHIPPING?

👉 Those are all solid ways to grow income and build wealth, but what we do is a bit different. My mentors and I focus on e-commerce and use a revenue-sharing model to create steady cash flow first, which sets us up for sustainable growth in the long run.

If you're wanting to learn more, I can potentially connect you with my mentors who can break it down better than I can. They explained it to me over a few chats, and it really clicked for me. Would you appreciate me doing that for you? *(only if convo has deepened and looking)*

👉 Those are great ways of growing income and really good for long term wealth, however not what my mentors used to build their wealth. We get mentored in growing within the ecommerce industry and utilize revenue sharing models so we can create a more sustainable cash flow first. However, if you do keep your options open it is better if my mentors share with you in more detail like they did with me over multiple conversations. I could potentially connect you to them if you'd appreciate that? *(only if convo has deepened and looking)*

👉 Shares and crypto are definitely good ways to make money, but they're not what my mentors used to get the results they've achieved. They found that those approaches aren't the most sustainable for creating reliable cash flow or the kind of lifestyle they wanted because they can be pretty volatile. What they've done is very different and much more effective for building ongoing, consistent income. Now, they're guiding us step by step to do the same, following their proven blueprint. Out of curiosity, what kind of income strategy are you most interested in for your long term?

👉 It's not really like drop shipping. We use online platforms to streamline supply chains of daily essentials which cuts out the middlemen and lets us make a rebate. It's pretty simple. My mentors have used this to build a six figure income and even retired by 26! Being around people like that has completely changed the game for me. But just curious, are you exploring ways to grow income yourself too?

## 💡 HAVE THEY GOT A WEBSITE?

***If someone asks this question during conversation/MPA or after DTM***

👉 They don't actually publicise online as I was more so connected by a mutual friend/good friend. So I was very fortunate to have had a door opened for me that way where I had the opportunity to catch up with them over coffee/zoom and get to know them first and learn about the value of their guidance and entrepreneurial mindsets. I guess if I was able to also be able to maybe open a door for you to my mentors is that something you'd value? That's if you are wanting to learn more.

👉 Actually they don't really publicise their work online. I got connected through a mutual friend, which I'm so grateful for. I had the chance to meet them over coffee and Zoom, and that's how I learned about the incredible value of their guidance and entrepreneurial mindset. If I could open

that same door for you to connect with my mentors, would that be something you'd find valuable? Only if you'd find value in learning more of course!

### 🧠 WHAT DID YOU DO TO GET CONNECTED? HOW DID YOU GET INVOLVED?

1. 👉 It's a bit of a story so it might be easier to explain in person haha! Before I was selected they took the time to sit down with me and go through an education process because I wanted to learn and had many questions like yourself. They wanted to see if I had the right characteristics they were looking for like hunger, appreciation, a coachable spirit, and openness to new ways of thinking about wealth. Once they were confident I had the right values, we discussed the details in our follow up meetings. Long story short after several weeks and conversations I earned their trust and I finally qualified to be mentored and coached by them.
2. 👉 I got connected through a good friend of mine when i heard they were taking on a few people. Before even getting selected they sat with me first and took me through a learning process for them to see if I had the right characteristics they were looking for being hunger, appreciation, coachable spirit, open mindedness etc. One they were convinced I had the right character and values they discussed the details with me in the next meeting and after about a handful of weeks and conversations I then got an offer to be accepted
3. 👉 Before they even consider taking someone under their wing they actually take people through a selection process to develop friendship trust and educate them over several convos to see if someone has the right mindset and consistency of character like teachability, hunger, etc. I was very fortunate to have a good word put in for me ny a good friend of mine!  
Would you have the patience for a process like that too? *If they're looking or after you DTM'd they ask this question*

### 🧠 WHAT DO YOU LEARN ABOUT? WHAT VALUE DO YOU GET?

*This depends on your own perspective and what you've gained personally but here's an example:*

👉 They're mentoring my partner and me holistically, not just in business but across all areas of life. We're learning how to achieve the same business results they have, but also how to improve our personal relationships, finances, and mindset. Being in this environment for the last \_\_\_\_ months has brought us a ton of value in ways we didn't even expect.

What area of your life do you think you'd gain the most value from mentorship?

**SHARE ABOUT PERSONAL DEVELOPMENT AND HOW THAT'S HELPED YOUR GROWTH, MINDSET, RELATIONSHIPS, FINANCIAL LITERACY, AND GROWING AN INCOME.**

### 💡 HOW MUCH DO THEY CHARGE?

👉 They don't actually charge me for their 1-1 coaching, though honestly I'd be more than willing to pay for the value I've gained. What they do expect is that I invest in my own growth things like books, audios, events, and my business. The cost of experience and ability to learn from experienced individuals is priceless when it comes to venturing out to learn. Out of curiosity, how much would you value someone with those kinds of results investing their time into helping you grow?

### 💡 WHAT'S THE BUSINESS NAME? (Use these selectively counsel with coach)

👉 There are multiple systems we use and we partner with some well-known brands like Nike, Hertz, and Tower. But as I mentioned, there's an education process over 4-6 weeks that my mentors guide people through to share more details and help them earn that information. Does that sound like something you'd be open to exploring?

### 💡 WHAT IS THIS SEMINAR/CONFERENCE/WEBINAR YOU ATTEND?

👉 It's actually a personal development and entrepreneurship environment that we earned access to. My partner and I have been learning about creating long term wealth and developing leadership skills. Why do you ask? :) (Talk about 1 or 2 value points)

OR

👉 The seminars are actually through a personal development and leadership development space that my partner and I got connected to about a while ago, we earned access to our mentors who have been coaching us around developing another stream of income outside of our jobs and also giving guidance in life. Why do you ask? :)

### 💡 HOW IS YOUR MENTORSHIP THING GOING?

👉 It's been amazing! I'm learning a lot about wealth creation and finding new ways to improve different areas of my life. Every day, I'm growing more with my mentors, especially as I work toward financial independence. How about you? Are there any areas in your life you've been looking to improve or have you picked up on doing anything else since we last spoke?

### 💡 HOW DID YOU MEET YOUR MENTORS? HOW DID YOU GET IN?

👉 It was actually through my friend when he/she mentioned to me around his/her business pursuits and how he's/she's been learning and getting mentorship from successful entrepreneurs who have retired in their early 30's it intrigued me. I was at a point in my life where I was seeking more growth/clarity personally and other ways to grow income too because I felt .... So when a door was opened for me I really pursued them and now after earning their trust and building a relationship with them they've been helping me too. (question)

💡 **IS IT A PYRAMID SCHEME?** (Be **bold**, pyramid schemes are illegal)

**Note: If online then please ALWAYS huddle play**

💡 "Oh, that sounds like a pyramid scheme."

👉 Do you mean one of those systems where people just sell products and recruit others, or where the person at the top makes all the money? **OR** what do you mean by pyramid scheme? Do you mean when there's one person at the top and the person above you earns the most money off you?

💡 Them: "Yeah, exactly!"

👉 I get why you might think that, but what my mentors do is nothing like that. They focus on leadership and personal development, and we use equal platforms where everyone has the opportunity to grow in all areas of life, not just financially. Plus, pyramid schemes are illegal in NZ, haha! I'm curious though, where did that idea come from for you? Have you had any prior experience with something similar?

**OR**

👉 I see, I'm not sure what have you that idea but It's actually nothing close to what my mentors do, they focus on leadership and mentorship development and utilise equal platforms where we get holistically mentored in all aspects of our life plus pyramid schemes are illegal in NZ haha! But keen to hear what's been your experience?

**OR**

👉 I'm not sure what experience you've had or what you know about Pyramid Schemes but they are actually illegal so not something we would be part of course. Can I ask where that has come from for you? Have you had prior exposure to something like that?

**OR**

👉 I'm not sure what gave you that idea/ Not sure from what I mentioned makes you think what I do is a pyramid scheme? Walk me through why you think that?

💡 **HAVE YOU MADE ANY MONEY YET?**

👉 I have, but not enough to replace my job income just yet I've only been building for \_\_\_\_ months/years. Building anything worthwhile takes time and I'm focused on long term growth, and my mentors achieved significant cash flow over a 5+ year period. With their guidance and seeing the results others have created, I'm confident that as long as I keep executing the possibilities are huge. What about you? Are you currently working on anything that's building towards your long-term financial goals?

## 💡 HOW MUCH MONEY DO YOU MAKE?

👉 How much do you think someone makes in a business they started just \_\_\_\_ months ago?  
Haha!

For me, it's not about the money right now because I'm focused on building a strong foundation that will create income over time. The real value is in the people I've been connected to, having a network of successful, like-minded individuals is a game-changer. My mentors for example have built six-figure incomes in their mid-20s after just a few years. A lot of growth can happen with time and the right guidance. What's most important to you when it comes to building something long-term?

*(Answering a question with a question here, keeping in mind your tone, tact and demeanor. Keep it lively and positive energy)*

## 💡 HOW DO YOU MAKE MONEY?

👉 It's a **revenue sharing model** and what they do is help businesses streamline their supply chains online. Like what so many businesses these days are doing. That frees up around 60c in each dollar on which we create our residual income. **BACK TO THE WHO** → Question → But what about yourself? Have you done anything outside your job to get ahead in life?

**OR:**

👉 Real simple, we tap into existing business systems and streamline supply chains. Think just like what Amazon does but we do that with 450+ goods and services. That's how we create an ongoing type of income stream which grows over time.

**Back to the who:** → But what's really been valuable for me is applying success habits into my life. Reading and listening which I do everyday now, and associating with my mentors has been the biggest catalyst to develop the mindset of an entrepreneur and actually learn how to develop long term. Because I personally didn't have much of a business background or even have the expertise to learn what to do or how to do things.

*(Just some examples of what you could say when talking about the WHO, share what you feel would relate to them, and the value for what you have gained then follow up with a question)*

**Tip:** Can also **edify + divert** and share other people's results in the mentorship program who are credible in terms of achieving financial independence that you know of/or are in qualification to platinum + etc.

## 💡 WHAT DO YOU/THEY GET FROM IT?

👉 That's a fair question. Connecting you with my mentors is primarily about your education and understanding the value of these relationships so nothing gained from me when opening that door for you. If things go well in the end, my mentors and I would have a financial interest in your success, which they'll explain on the call. It's similar to how Shark Tank works, where the investor takes an equity stake in the businesses, for us about 6% once they help you succeed.



While there's no immediate benefit for us, we aim to impact and add value by showing effective ways to grow through relationships. This is simply an opportunity to learn.


### **WHAT ARE YOU SELLING? (variations)**

👉 We don't actually focus on selling products because that feels like a second job with no ongoing income. Instead we utilise existing systems to streamline the supply chains of everyday commodities online. What I really value about this space is the guidance from successful individuals who have achieved real results. It's rare to come across people like that! What about you? Have you ever thought about how you could use other systems to create income?

👉 We don't sell products, we grow income by streamlining supply chains online by cutting out the middle men. It's what majority businesses are doing these days. So we just take advantage of that market shift to have ownership as that's the key to business. Tbh it's probably more of my mentors info to share with you, cause I'm still learning about it all.

👉 We don't actually sell products cause there's not an ongoing nature to an income. But we use systems and streamline supply chains for everyday goods. It's probably better if my mentors share things in detail cause I'm still learning. But what I really find value in is the mentoring side and actually having successful people in my circle now

### **PRODUCT RELATED QUESTIONS**

 **What skincare do you use? / Where did you get those energy drinks from? / Where is your makeup from?**

👉 I actually have exclusive marketing and distribution rights to these products, which has been a fantastic opportunity for me. I gained access through an entrepreneurship system that has provided invaluable insights into building and scaling a business.

The mentorship and resources I've received have really helped me understand how to effectively have ownership over these kinds of products.

What about you? Do you have any favorite skincare brands or energy drinks that you swear by? I'd love to hear your recommendations!

#### **Overall important note:**

Keep in mind these are all examples, and not every conversation is going to be structured where you can copy and paste these. Not every response you give is going to be linked back to the WHO if you have already gone from the what to who before. Use it case by case and it is important to huddle with online conversations so you can see the flow.