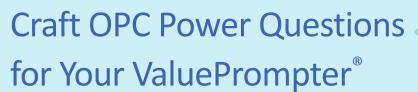
Practice Activity:





Objective:

To continue the development of a ValuePrompter® for an opportunity you are working on.

Instructions:



Read the instructions provided below.



Craft Power Open and Probe questions for the Power box of your ValuePrompter®.



Open the ValuePrompter® you are developing for the opportunity you selected in Section 4 - Product is in the Mind of the Buyer.



Example Questions:

Open Question Stems:

Not more than 300 characters				
Who are the other	who may be in	volved in hel	oing you make	this dec
Not more than 300 characters				
Question Stems:				
•				
Do you have anyon	e who reviews r	master contra	cts before you	sign the



•	Is there anyone in your family you want to be involved in this decision?
	Not more than 300 characters
Confi	rm Questions:
•	Remember to include Confirm questions after your prospects share their thoughts. Confirm Questions summarize what you have heard and repeat it back to the prospect, demonstrating active listening and ensuring mutual understanding.
Wher journ	n you're ready, return to the e-learning module to continue your learning ey.

