

Decision Destroyer

Two:40

Where client says, "I've already decided."

This process requires rapport!

1. Pace the problem. Get the client back to the decision.
2. "Where were you when you were deciding that?"
3. "...just before that where were you?"
4. "NOW, as you think about your present situation in life, notice how many options you have, now."
5. "Think of that problem and notice how you feel now."
6. "As you think about the next time you may do X, knowing what you know now, notice how much better you feel, not doing it."