

Income Goal: _____

By: _____



Who do you know that?

***Complete with your Assigned Field Trainer**

1. Just got married?

- 1.
- 2.
- 3.
- 4.

2. Just had a baby?

- 1.
- 2.
- 3.
- 4.

3. Makes \$100k a year?

- 1.
- 2.
- 3.
- 4.

4. Just changed jobs?

- 1.
- 2.
- 3.
- 4.

5. Just retired?

- 1.
- 2.
- 3.
- 4.

6. Is talking about retirement?

- 1.
- 2.
- 3.
- 4.

7. Wants more time with family?

- 1.
- 2.
- 3.
- 4.

8. Needs to make more money?

- 1.
- 2.
- 3.
- 4.

Who do you know that?

9. Just sold a business?

- 1.
- 2.
- 3.
- 4.

10. Owns a business?

- 1.
- 2.
- 3.
- 4.

11. Works in HR?

- 1.
- 2.
- 3.
- 4.

12. Is not happy with their job?

- 1.
- 2.
- 3.
- 4.

13. Was laid off recently?

- 1.
- 2.
- 3.
- 4.

14. Has an old 401k?

- 1.
- 2.
- 3.
- 4.

15. Has a parent that lives with them?

- 1.
- 2.
- 3.
- 4.

16. Has/looking for a side hustle?

- 1.
- 2.
- 3.
- 4.

Who do you know that?



17. Is a stay at home parent?

- 1.
- 2.
- 3.
- 4.

18. Manages a large team?

- 1.
- 2.
- 3.
- 4.

19. Just got a promotion?

- 1.
- 2.
- 3.
- 4.

20. Owns and trades stock?

- 1.
- 2.
- 3.
- 4.

21. Manages salespeople?

- 1.
- 2.
- 3.
- 4.

22. Is retired military?

- 1.
- 2.
- 3.
- 4.

23. Is/ was an athlete?

- 1.
- 2.
- 3.
- 4.

24. Has Young Children?

- 1.
- 2.
- 3.
- 4.

Who do you know that?



25. Bought a home?

- 1.
- 2.
- 3.
- 4.

26. Sold a home?

- 1.
- 2.
- 3.
- 4.

27. Best Salesperson you know?

- 1.
- 2.
- 3.
- 4.

28. Best Teacher you know?

- 1.
- 2.
- 3.
- 4.

29. Most Enthusiastic person?

- 1.
- 2.
- 3.
- 4.

30. Most Ambitious person?

- 1.
- 2.
- 3.
- 4.

31. Most Money Motivated person?

- 1.
- 2.
- 3.
- 4.

32. Works on commission only?

- 1.
- 2.
- 3.
- 4.