

**The Fisherman**



1.) What are the things you love to do in your business?

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2.) What are the things you don't like to do in your business?

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3.) Do you know how to fish (prospect)? Yes or No

4.) What are the right tools for your business?

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5.) Where do you need to fish for your prospects?

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6.) Do you talk to people who just don't get it? Yes or No

7.) Do you let people get to you? Yes or No

8.) What does the Fisherman on this video call fishing? \_\_\_\_\_

9.) What is the right bait for your business?

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10.) How long should you continue fishing?

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11.) What is the saddest part about fishing?

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12.) Do you make sure the people you are following are documented?

Yes or No

13.) Are you trying to teach people to fish if you don't know what you are doing? Yes or No

14.) How do you motivate people who aren't motivated?

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15.) Do you try to impress others with your success? Yes or No What does the Fisherman say about doing this?

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16.) What does interdependent mean?

17.) What is the 1<sup>st</sup> thing the Fisherman catches? \_\_\_\_\_  
What does this catch say when you say it's time to talk to people?

\_\_\_\_\_.  
They only want \_\_\_\_\_ when they want \_\_\_\_\_.  
Do you want this catch in your business? Yes or No

18.) What is the 2<sup>nd</sup> thing the Fisherman catches? \_\_\_\_\_  
They don't want to come in your business because they are \_\_\_\_\_.

19.) Who or what do you blame if you aren't having success?

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20.) What is the 3<sup>rd</sup> thing the Fisherman catches? \_\_\_\_\_  
What did you learn about this catch? Do you know anyone like this?

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21.) What is the 4<sup>th</sup> thing the Fisherman catches? \_\_\_\_\_  
What did you learn about this catch?

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Do you have someone in your group who whines all the time? Yes or No

22.) What is the 5<sup>th</sup> thing the Fisherman catches? \_\_\_\_\_  
Sometimes you get \_\_\_\_\_ when you fish.  
Numbers and statistics show this \_\_\_\_\_.

23.) Why do you go fishing to begin with?  
\_\_\_\_\_

24.) A lot of people are doing it and having success so is there any reason  
you can think of why you can't have success? Yes or No

25.) What is the 6<sup>th</sup> thing the Fisherman catches? \_\_\_\_\_  
No matter how much you talk to them what do they say?  
\_\_\_\_\_  
They know \_\_\_\_\_.  
Do you have any of these in your business? Yes or No  
Who do they blame for their lack of success? \_\_\_\_\_

26.) What is the 7<sup>th</sup> thing the Fisherman catches? \_\_\_\_\_  
What did you learn about this catch?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Do you sometimes feel you are this thing and stuck in your comfort  
zone? Yes or No

27.) What is the worst thing if you are fishing and struggling?  
\_\_\_\_\_

28.) What is the 8<sup>th</sup> thing the Fisherman catches? \_\_\_\_\_

What did you learn from the Fisherman about this catch?

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How do you honestly feel when people succeed and you've been working so hard without success?

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29.) Do you feel you have the special sauce the Fisherman talks about?  
Yes or No

30.) What type of people does the Fisherman look for?

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31.) Are you looking for people who you can help? Yes or No  
How does the Fisherman say you attract these people?

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32.) What is the ninth and final catch? \_\_\_\_\_  
What did you learn about this catch?

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33.) What does Robert say when he talks to this catch?

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34.) Where do you find the right equipment?

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35.) Do you know anyone who is an ask- hole? Yes or No

36.) What line does the Fisherman use when prospecting?

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**Do you see yourself in any of these catches?**

