

1. Money Focus
 - a. Bare min # from 2nd IV / Cushion?

2. LACK OF SUPPORT
 - a. Tell me about your conversations with ____:

 - b. How comfortable are they with the schedule & commission?

3. SCHEDULE
 - a. Ability to manage yourself and your time in the midst of distractions?

 - b. Sacrifices in the first 3 months?

4. NO BUY IN
 - a. Why do you think you can buy into our processes, even when it doesn't make sense or you don't understand it?

 - b. Last time you were asked to do something outside your comfort zone?

5. LACK OF COMMITMENT
 - a. Biggest challenge you've overcome?

 - b. What will keep you going?

Which of those 5 will challenge you the most? ____ How do you plan to work through that?

How do you think you would do at this? Why?