

Masters of Enrollment™ The Coffee Shop Interview™

Name:	Date:
Email:	Phone:
Business Builder Prospect or Product Prospect:	
How did you meet:	
Where do they live:	
Married? Y N	
Spouse Name:	
Kids? Y N	
Kids Names and Ages:	
Job Info:	
Recreation/Fun/Hobbies:	
Health Status:	
What's NOT working in their life/biggest challenge right now?	
What are they looking MORE for in their life?	
What do you think their WHY is?	
Previous NWM?	
What did they like/dislike about their experience?	
3-way call:	
Next Step:	
Follow up date:	