

THE LANGUAGE OF AGREEMENT

AGREEMENT

Week 4

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Guidelines for this course:

- Only paid participants may listen to the calls
- Participate from a quiet place
- Be prepared

How to ask questions live during this class:

1. Click the 'Raise Hand' button in the webinar's control panel
2. Ask a question in the webinar's control panel "Questions" section

Objectives for today:

- Rapport Exercise
- Generate Agreement with Pacing Statements
- More Agreement w/ Tie Down Questions...
- IMPLIED YES

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ah-ha!

What breakthroughs and/or ah-ha's have you had from doing last week's homeplay exercises?

questions

What questions do you have from last week? OR What Excuse did you use to not practice?

RAPPORT IS AGREEMENT. AGREEMENT IS RAPPORT.

The human ego, likes to look good and be right. Just knowing that this is innate to all of us, including *you*, means that these behaviors are always present. And so many conversations become like contests to be right, or (via oneupmanship) an attempt to look good, or gain acceptance. When we “prove” ourselves right, we are unconsciously...

WHAT IF: Instead of letting our ego run the show, and unconsciously speaking to look good and/or be right, what if we...

What about that person who agrees with *everything*? What do you think of this person? What do you think about their opinion

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The real question is: How do we agree with others, yet remain honest and in integrity with ourselves? A key component of **agreement** is finding common ground. This is only possible through asking questions and really listening to the answers.

SOME QUESTIONS TO PONDER:

How do you feel when someone agrees with you? How do you feel when they disagree with you?

How do you feel when they disagree with you?

When/where/about what do you feel that you are always right? What would it take for you to give this up?

What would be possible in your business, your relationships, and your life if you were able to generate agreement on disparate topics?

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TIE DOWN (Tag) QUESTIONS

Tie-down questions are SHORT questions, placed at the end of a statement, designed boost agreement.

They serve two main purposes:

1. Increase level of agreement, produce an implied yes.
2. Keeps the client present and involved, by upgrading statements into questions.

Examples of Tie-down questions.

Does that make sense?	Isn't that what you want?	Right?
Won't that be great?	Does that work for you?	Okay?
Don't you think?	Isn't that true?	Yes?
Is this OK?	Alright?	Right?
Aren't they/we?	Can't you/it?	Haven't you?
Can you not?	Isn't it?	Don't you agree?
Shouldn't we/it?	Don't you/we?	Hasn't it?
Wouldn't you/it?	Shouldn't you?	Weren't you/they?

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Examples of Tie Down Questions

- You definitely want me to get you the most money possible for your house, right?
- You don't want to leave money on the table, do you?
- You are committed to grow your business, aren't you?
- When you take out the garbage, the kitchen will smell better, won't that be great?
- The more that you exercise your rights, the more we will be securing them for generations to come. Isn't that what you want?
- Every time I pick up the phone I'm moving one step closer to my goals. Isn't that exciting?

PACES (AKA: PACING STATEMENTS)

A "Pace" is anything that is true *for your client*.

Anything they tell you, anything you observe, anything that is so clear that when you say it back, they must agree (this might not be out loud). How do you know what paces are true for your client? Ask questions and listen to their answers.

PACE Examples

You said you need a 5 bedroom house.

You told me your new job starts in 60 days

You told me that you only owe \$150,000.

You have a new roof, a new kitchen, and a new HVAC system.



LIST SOME PACES FOR:

Expired Listings

For Sale By Owner

Buyer Sale

Recruiting

Your Family

Your Subconscious Mind



Now, write some Paces, and Tie them down.

Example: You need to be in Idaho in 30 days, right?

HomePLAY Exercise

- BUILD YOUR HABIT by Practicing WRITING Pacing Statements every day. WRITE THESE OUT.
 - TIE DOWN the Paces that you wrote.
- A few topics to consider: Lead Generation, Appointment setting, Closing for the contract, Recruiting, Pricing, or ANYTHING that is current in you life now.