# rags to riches

The Rags to Riches story shows "how some young, unrecognized hero or heroine is eventually lifted out of obscurity, poverty and misery to a state of great splendor and happiness." - Christopher Booker



## What was the problem you came to us to solve?

- 1. What negative forces (internal or external) were responsible for keeping you from reaching your potential or achieving happiness?
- 2. Describe your life at that point: How did it make you feel that you knew you had so much more to contribute in life or that something was holding you back?
- 3. At what point did you finally decide that something needed to change if you were going to live a life more fulfilled?
- 4. What was the primary goal or outcome you wanted to achieve?

## What obstacles did you have to overcome before purchasing?

- 5. What were the steps you took toward reaching your potential before you came to us?
- 6. Did you have any success? Or were those same negative forces (internal or external) still holding you back?
- 7. When did you decide you needed *help* on your journey toward independence and fulfillment?
- 8. What obstacles did you have to overcome before seeking our help? (i.e. What kept you from seeking our services sooner?)

#### What did you like most about our services?

- 9. How did your outlook change once we teamed up? Why?
- 10. What were some of the physical and emotional challenges, difficulties, and frustrations you experienced throughout your journey?
- 11. How were we able to help you along the way? What did you appreciate most about the quality of our service?

#### What results did you get from our services?

- 12. How do you feel today, now that you've achieved happiness and wholeness? How does that compare to how you felt before you started your journey? Do you feel like your true self now?
- 13. What's one thing you can experience today that you never would have experienced before your transformation?

### Why would you recommend this product/service to someone else?

- 14. What has this journey taught you about yourself? How have you grown wiser because of it?
- 15. Would you recommend our services to someone else who was in the same situation you were in? Why?

