

Session 6 Future Pacing

Objectives for this Month:

1. To master selling such that your words cause instantaneous action in others.
2. Mimic everyone's rate of speech
3. To future pace your prospect and get an agreement or commitment
4. Concentrate on a downswing at the end of your sentences

Future Pacing

Future Pacing is a powerful technique that causes people to keep the commitments they make to us. It's a process where you tie a decision or commitment to some known future event, where the need is high to maintain the decisions or commitment.

We are going to cause the person to rehearse the actions they are going to take in advance. When done correctly, the use of a future pace puts the person into a bind, in which the only way they can go is the way they rehearsed with you.

How Future Pacing Works:

1. Get an agreement or commitment
2. Reinforce their agreement by asking them what are the reasons they are making this commitment now. Give them some suggestions if necessary.
3. Bring up the possibility of them not following through with their agreement.
4. Ask them if that possibility happened, what would cause them to keep their commitment anyway.
5. Bring up the possibility of them not following through with their agreement.
6. Ask them if that possibility happened, what would cause them to keep their commitment anyway.

Who are we Talking to:

- Husband, wife, significant other
- Parents
- Good Friends
- Themselves trying to change their own minds

Examples:

"I need to talk to my husband first before we set an appointment." I'm so excited that

you want to... meet with me...are you excited about getting your home sold?"

"I know you didn't take this decision lightly, so let me ask you, what are some of the reasons you want to... meet with me... about getting your home sold? (take notes)

Excellent! Let me ask you a question and I know this may sound silly, but, when you talk to your husband, what do you think his concerns may be, if any?

Possible responses – "I know an agent we could talk to"

"I think we should try it on our own"

"I'm not ready to go through this again"

Interesting, what will cause you to stay with the decision we've discussed just now, even if they challenge you?

Homework:

Write 5 sentences a day (25 per week) using Future Pacing. When writing, embedded commands must have a ... before and ... after the embedded command.

Talk to your coach about the following:

How can you best use the dialogues you've learned in this program.

What would like us to provide next? Listing or Buyer boot camp, Personality Types and how to use this in your business and what else you feel would help you.

Work with your team to create your own library of NLP dialogues.