



Business Vintage, growth in last 2 or 3 years scope.

We want to know if the business is well established. What has been its growth trend. And what is the likely direction of this growth

MyLine

1. How many years is your total experience?
2. How long have you taken to perfect this business approach?
3. How was this area when you first started?
4. How was this line of work when you first started?

What's your line?:

1. Your line:
2. Your line:
3. Your line:
4. Your line:

Scenario # 1

Customer: My years of experience are older than you!

Guiding Answer

Wow! That is amazing. Then I definitely learn from you!

Customer: You are here to steal from me?

Guiding Answer

Student cannot steal, student can only learn.

Customer: What do you want to learn?

Guiding Answer

About how long it has taken you to perfect this approach and how you achieved it.



Scenario # 2

Customer: in what manner is this relevant to you?

Guiding Answer

Everything is relevant. When I come to meet successful people I like to hear everything.

Customer: I am running a small establishment here and you are calling this success?

Guiding Answer

There is nothing small. I am doing a job. You are running your own enterprise. It is not a joke.

Customer: better you get me a job like yours.

Guiding Answer

Stop pulling my leg sir. You are employing so many people/ doing this much service/ manufacturing something useful.

Customer: today it may seem like that to you. But it was not easy.

Guiding Answer

It definitely is not. Please tell me something about the journey.

Scenario # 3

Customer: how long a business has been running – in what is a banker interested in that?

Guiding Answer

Life is a marathon. Those who have spent more years at it, know more, know how to handle issues, know many things.

Customer:
What is the use of that.

Guiding Answer

It is very useful to me as a banker. I can get a sense of who you are, how you got there and where you will go next. And whether I can be part of that journey.