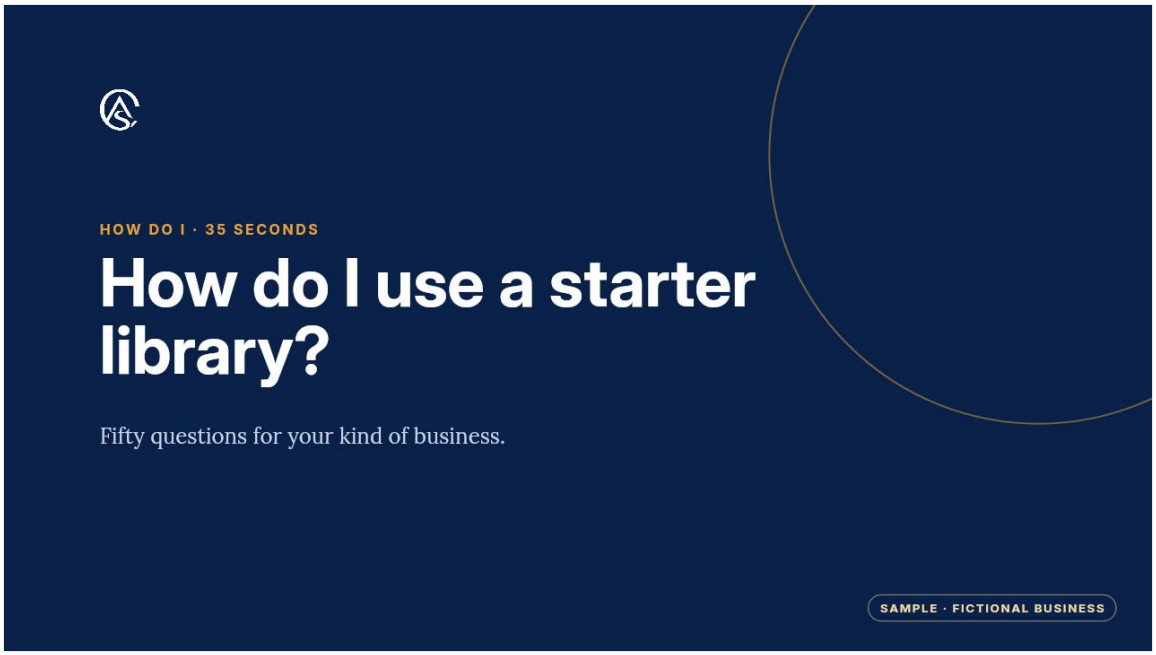
BUSINESS BRAIN · HOW DO I

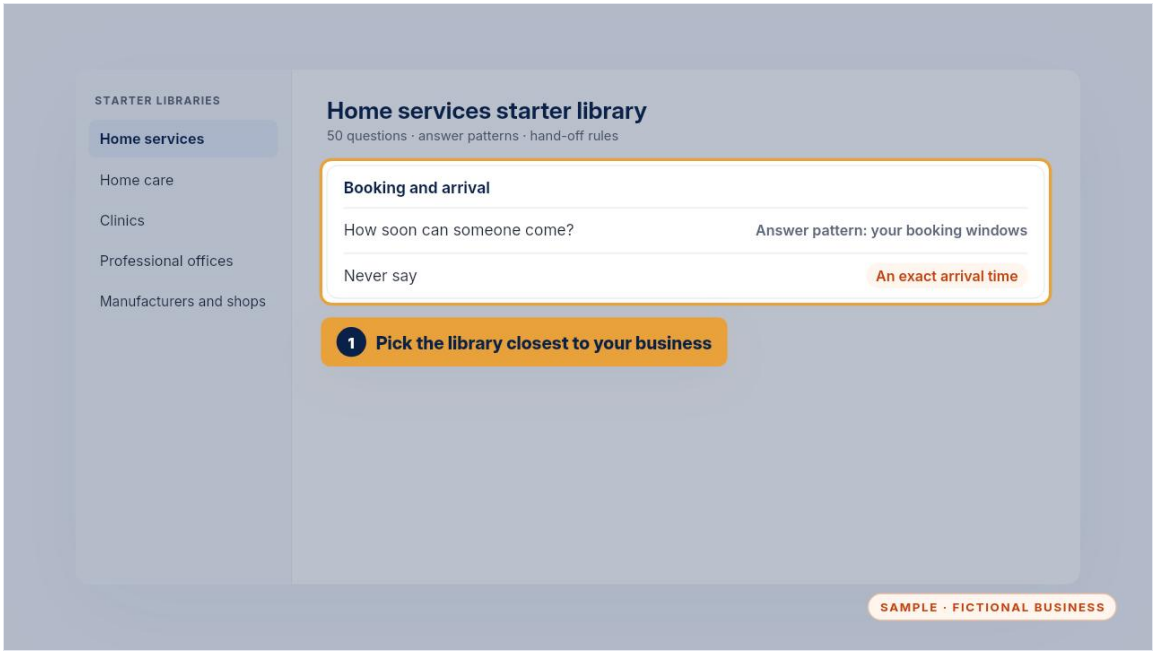
# How do I use a starter library?

Borrow the questions for your kind of business, then fill in your own facts.

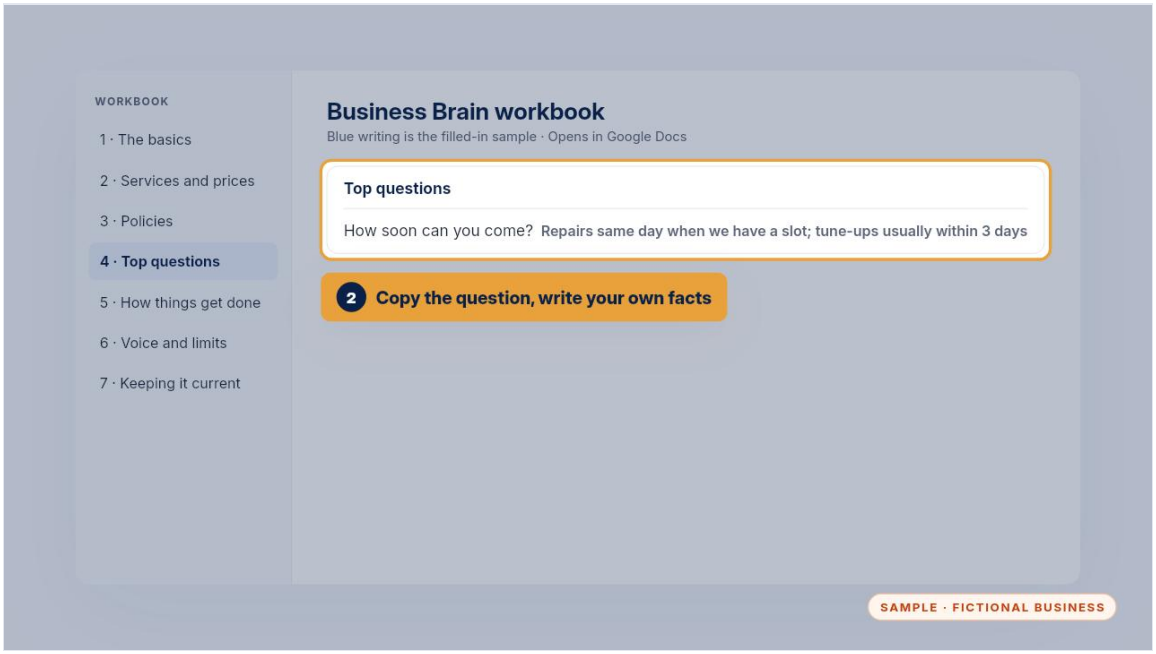
Watch the narrated video: https://openarmsolutions.com/guides/business-brain/use-a-starter-library



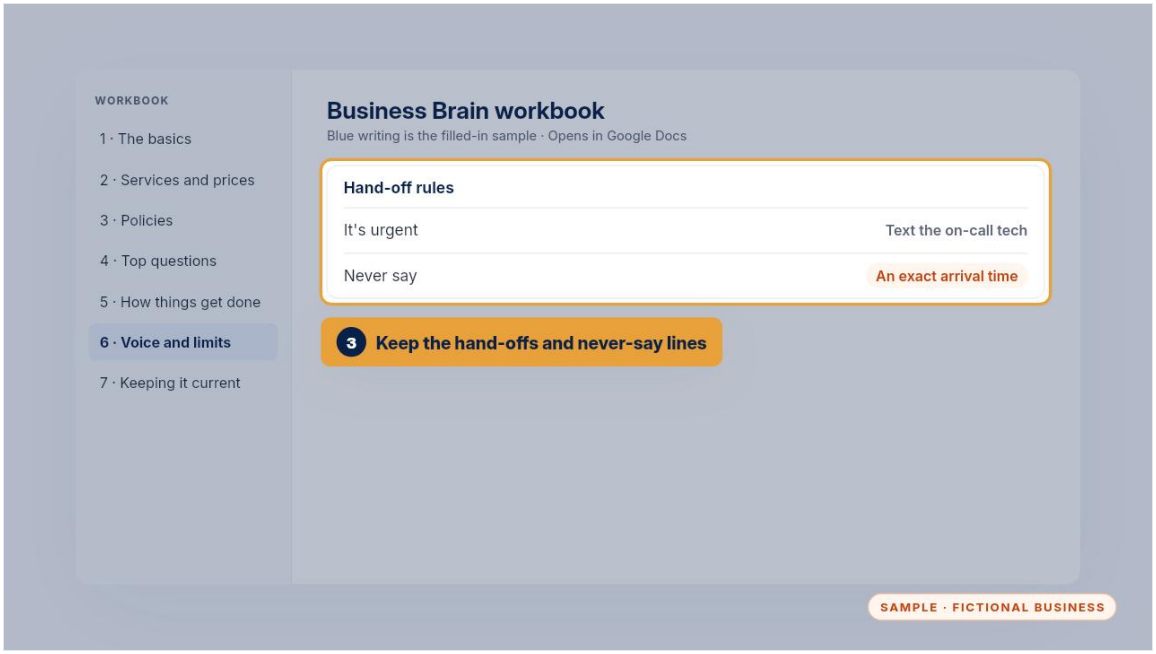

1. Your kit has five starter libraries, with fifty questions each, for different kinds of business.




2 Pick the one closest to your business. Each entry has the question, an answer pattern, when to hand off, and what to never say.




3 Copy the questions that fit into section four, then replace each answer pattern with your own facts. A pattern without your facts will give wrong answers.




4 Keep each entry's hand off rule and never say line, and name your own person for each hand off. Then run the new questions through your test list.