

You want to close more debt leads? Think like a debt lead. You can't under estimate how important it is to have a connection with your client. The best way to accomplish that is to think like them, put your self in their shoes. Think about what someone with a large amount of unsecured debt is going through, and how they try to take care of their debt.

**Here are some questions that should help you:**

**Do I trust your organization?**

- All I hear is negative things about your industry, are you fraudulent?
- I am getting calls from other organizations why should I enroll with you?
- Are you offering something different?
- Am I having trouble making even minimum payments on credit card debt and other unsecured debt?
  - Am I behind on monthly payments to my creditors?
  - Am I getting calls from debt collectors?
  - Am I juggling credit card balances to pay off other unsecured debts and bills?
  - Am I using credit cards to pay for necessities (food, house, etc)?

**Asking these questions will put you in a better position to relate to your client. You can say that you understand what it's like to be in their shoes. Explain how you see unsecured debt affecting them.**

Now once you're in, your recommendations will be taken seriously. Then you can consult and recommend debt services to help them out.

[Self Logix](#) clients have found that directing there prospects to there SEDS (Self Enrollment Debt System) has set them apart from there competition. SEDS has brought them transparency and legitimacy something that has been lacking in the industry for a long time..

With all the negative press the consumers have there shields up. SEDS (Self Enrollment Debt System) instantaneously brings that shield down.

Self Enrollment Debt System has empowered the consumer. The consumer has the power to choose there own repayment plan. Self Logix has found that giving the consumer this option gives the consumer a feeling of comfort and trust in your organization.