

It's Ok To Invade Privacy

Here is the thing.

It is OK to invade privacy!

Look, I know it is uncomfortable, and it might make your prospect uncomfortable, but there are times when it is necessary.

Like, how would you know what to help the prospect on if you don't find out?

How do you know if the product or service you are selling is the right one?

How do you know your product or service is actually going to help instead of doing more harm?

How can you best advise your prospect?

You cant. Unless you find out!

And sometimes that means invading privacy, and getting into personal details.

Kind of like going to the doctor and getting a medication. The doctor WILL invade your privacy and ask about your health, smoking habits, drug use, relationships, sexual activity, sexual intensity, number of partners etc.

Why? So he can make sure that the medicine he is going to prescribe will actually be the right one! And doesn't potentially killing you because you got some other underlying sickness, that the medication will mix badly with.

So yes. Invading privacy it is okay. As long as you do it to better help your prospect.

And yes, sometimes it is needed. Speak about sensitive subjects or taboo subjects, which if left unspoken about might actually damage your intentions to serve the prospect.

Like if you are selling an expensive product, you should ask if the prospect can finance it, ask about debts, and if the prospect has debts, talk about it! Does he have a solution for the debts? If he decides to go more in debt just to get your product, what is his financial plan to not risk his livelihood?

You get the point. You are justified to invade privacy.

Good luck!