

Charge More Sell More

— BLUEPRINT —

QUESTIONS TO ASK ON YOUR CALL

Review this list of questions to ask your prospects and weave the most pertinent ones into your sales call outline

- Describe your business
- Who is your ideal client?
- What packages/offers do you have in place?
- How are you selling your products/services?
- What type of content will work best for your audience?
- What are the most important obstacles you are facing at this moment?
- Are you missing out on financial opportunities?
- What are you looking to achieve with this product or service?
- Do you feel passionate about your work?
- If not, what would make you feel passionate?
- What intrigues you the most about hiring someone for this?
- What is concerning you right now?
- Would you like to know about the projects I've already done?
- What would you really like me to help you with right now?
- Do you have a team in place to help with any of these things?
- How are you at achieving your own goals?
- What is holding you back from reinventing the way you work?
- What consumes your time and doesn't earn you money?
- Should your business be making more money?

- What motivates you?
- Is your business improving year to year?
- What would be the ideal solution to your problem?
- What is in the way of utilizing that perfect solution?
- What strategies have you been considering?
- Do you need help?