

Recon Worksheet

[Click on “File” > “Make a Copy” to add your google drive]

Question 1: What Are Their Top Three Desires?

1.

2.

3.

Question 2: What Are Their Three Reasons WHY?

1.

2.

3.

Question 3a: Brainstorm Every Reason They Would NOT Buy

--	--

Question 3b: Choose The Three BIGGEST Reason From The List Above

1.

2.

3.

--