

Sales call pre mission

Questions for company

Rapport questions:

Question 1: Ask them how their day is going?

Question 2: How did you get started in your profession/interest/hobby?

Question 3: What do you enjoy most about what you do?

Situation questions:

What are your goals for goodlife

Who is your target market

What are you doing currently to achieve your goals

What are the main challenges you're facing at goodlife right now?

What does your perfect customer look like

Problem question

What mistakes are you making that are holding goodlife back?

What current practices are you doing at good life that you feel are holding you back from reaching your goals?

What ideas have you tried that aren't working?

Implication questions

What Does your business look like if you don't achieve your Goals?

What does your business look like if you solve the problem in 1 or 2 years

How does this problem affect other parts of your business? Such as your website and social media ads and your emails

Needs/payoff question

If you are able to solve this problem, how much value is that going to add to your business over the next year?

Give them a guarantee that 100% at the end 0 at the start because the first time

Things i can go in and help them with

- Email sequence
- Social media profile
- Website
- Sales page
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