Sales Call Prep Mission
1 - Set up your back drop for a video call and decide how to improve your dress and grooming

2 - Write out 2-3 questions you can use to build rapport with another person on a sales call

3 - Write out example Situation, Problem, Implication, and Needs Payoff Questions you can use on a sales call

1. I will turn my table and chair so my wall will be the backdrop. There will be natural lighting because my window will be to my front left. I will wear my blue collared shirt or polo. Shave and Tie my hair.
2. **Hey it's nice to finally talk to you, how was your day so far?** Talk about their day for a little, tell them how your day is or what you did today so far if they ask. **What part of the world are you from?** Express my interest in that part of the world, it won't be fake because I am genuinely about all parts of the world. Talk about hawai'i and where I am from if they ask, Talk about what I like doing, beach, hike, gym, muay thai, etc. **You're obviously very passionate about your business, but what else do you love doing?** If they ask why I'm asking, I'll let them know that it's because I want to get to know each other.
3. **Situation Questions:** How did this brand get started? What's the journey you've been through to get here? What are some goals you have in mind for you and the business? Who is the Target Market? I've already done some research so I have an idea, but I would like to hear it from the man/women themselves to understand better or correct myself. **Problem Questions:** What is holding you back from reaching the goal? Are there any mistakes that you recognize that you would like to fix? What have you tried so far that isn't quite getting results? **Implication Questions:** What will happen to you and your business in a 1-5 year period if these/this problem don't get fixed? What will this business be able to achieve if this problem was fixed? How would it make you feel when that happens? How would it make you feel if it didn't happen? **Needs/Payoff Questions:** If you're able to solve this problem, How much revenue will that generate for your business? How valuable will that be for you and your business in 1 week, 1 year, 10 years, etc?