

Questions To Ask

Determine the value we can add to the project. Understand clients mindset and goals.

Be nice, talk about our own experiences. LISTEN. Give positive feedback throughout the process. Never alienate client. Use SIMPLE terms.

DISANOSE AND SOLVE A BUSINESS PROBLEM.

Diagnose and ask! Find out what they need.

HOWS BUSINESS?

What marketing strategies have you tried in the past and what have been the results?

What is your current marketing budget and where are you spending it?

Where are you seeing the highest and lowest ROI?

What went well and didnt work well in your last marketing agency relationship?

If we could automate one task in your business what would that be?

Who are your competitors and what are they doing well? What are you doing better than them?

How many leads are you getting per month? If we could double that what would that do for your business?

If its a simple solution let them know on the call how much. If its complex you need to send proposal and book a sales call later.