

Set up your back drop for a video call and decide how to improve your dress and grooming

- Firstly, I have to get a haircut before the meeting.
- Secondly, I have to dress appropriately for the occasion.
- Thirdly, The room that i'm in should be organized, while having good lighting to my face.
- Fourthly, I should maintain good posture in the call, Don't slug in the chair but be relaxed.
- Maintain a good tune of voice and bring excitement to the call.
- I should keep a notepad and pen to write about their situation.
- Lastly, have a plan or an idea of how the direction of the call should go, be prepared to adapt to the situation.

2 - Write out 2-3 questions you can use to build rapport with another person on a sales call
I can't just straight up ask or go into the business of the call. I must learn about the character/
persona that he or she is. What are some questions to know or I would like to know about them?

What's their name?

How old are they?

Are you religious?

What do you like about your life?

What do you dislike about your day to day?

What keeps you occupied when you're not working?

What are your hobbies?

What do they want to achieve in this life?

What are they proud of?

Where do they see themselves in 3-5-10 years down the line?

What made you give the company that name?

What's stopping them from growing their business? What is the difficulty of the problem? How difficult is the problem? Up to what scale from 1 to 10?*(these questions are most likely for the bottom part)

How are you doing on this lovely day?

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

- How did they start their business?(**situation**)
- What was their motivation to go into this business/niche?(**situation**)
- How did their friends view them when they started? (**situation**)
- What was their first reaction when they served their first customer? (**situation**)
- Being in this space for (however long they have been), has it changed your view on your business? *(the question could be better so I won't give it a section)rephrase the question*
- What is the goal for the business? (**situation**)
- Where do they want the business to be in for the next year or two? (**situation**)

- What were the 1st roadblock/ problem they faced at the beginning of the personal brand? And what did they do to overcome it? **(problem)**
- What were your initial doubts you had when the business 1st launched? **(problem maybe irrelevant)we can also rephrase the question**
- Does the business affect your day to day life? **(problem maybe irrelevant)**
- Where do you see yourself/the company/your store/your business after solving this issue?**(Implication?)rephrase the question**
- What would be the benefits of resolving the problems that you're currently facing?**(implication)**
- How would getting rid of this solution bring a piece of mind to you? **(implication?)**
- Have you tried solving this issue before? **(implication)**
- How much value would this solution bring to your company? How would it affect your revenue? **(Needs payoff)**
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