

Build Rapport questions

Where are you from?

How is your day going so far?

What's the story behind your business?

Situation questions

How do you get traffic to your website?

How is your business doing right now?

How has your business been performing this last month?

How many clients do you have right now?

How many sales have you made last month?

Problem questions

What's the biggest struggle you are facing right now?

What's the mistake that you think is hindering your business?

Implication questions

How do you think your business will be if you keep making x mistakes?

How would your business look like if we solve x problem?

Needs/payoff questions

How would you feel if we get x revenue as I made with x client?

Would like to have the chance to get x results as my x client?

Have you seen the results I got to an SAAS company as yours?

Thanks man!!

