

Sales Call Prep Mission

Background and Grooming: Clean the background, turn on the light, and have my table and laptop in front of that.
Take a shower, fix my hair, and wear a collared shirt.

Rapport: Hey how are you doing (Name)?

So how did you get into starting making (product), were you already interested in this?

How long have you been in the market?

Situation Question: So what is your goal for your business and where do you want to take it?

What is your target market?

Problem Question: What are the problems you are facing with your business right now?

Have you tried something before to fix this problem?

What is something you would like to change in what you are currently doing?

Implication Question: What will happen to your business after 6 months if you don't get people to buy your products?

What impact will it make on your business if you get to solve this problem in the next 6 months?

What other parts of your business will benefit once you solve this problem?

Need/Payoff Questions: So if this problem is solved, how much revenue is this going to generate in your business in the next year?