

Bullet Points for sales call.

1. Greet them
2. Explain what I do.
3. Ask them how they currently market their business.
4. How well is your mode of marketing working?
5. How many customers are you currently getting?
6. How many customers could you handle?
7. How many customers would you like to get?
8. What problems are you running into getting the amount of customers you'd like?
9. What platforms are you on?
10. "So, as far as I understand you'd like to have [this many customers] but the big problem is [biggest problem they've talked about]"

ONLY ASK THIS IF IT ISN'T A FREE PROJECT

11. What would solving your big problem be worth to you
12. The number they give you, charge them a little lower than it and they can pay half upfront then the rest when you're done.

