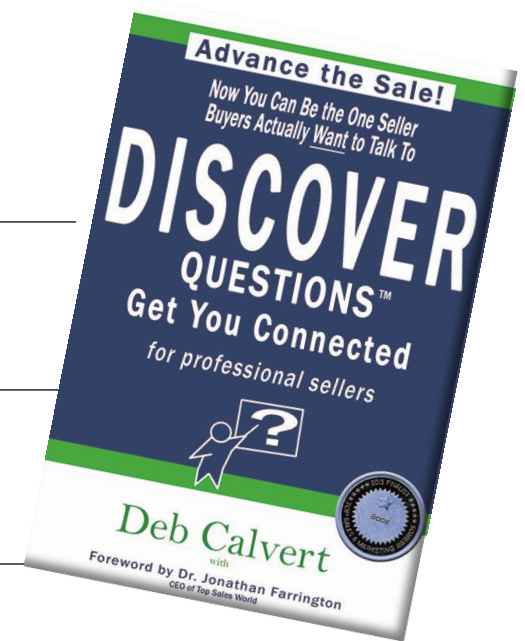


Questions to Grab a Prospect's Attention in the First Minute of a Phone Call

D	DATA	In your role, do people depend on you to reduce or manage expenses?
I	ISSUE	What is that would make a salesperson a real asset to you?
S	SOLUTION	What are your thoughts about being a trendsetter in your field?
C	CONSEQUENCE	What if your CEO heard about a solution from someone other than you?
O	OUTCOME	What do you need to do this quarter to earn high praise from your boss?
V	VALUE	For you, which is most important: low cost, high quality or speedy delivery?
E	EXAMPLE	Describe the difference between your current service and your ideal service.
R	RATIONALE	What leads you to decide whether or not to meet with a salesperson?



Available on Amazon

Asking these 8 kinds of questions will help you advance the sale from open to close!

Based on buyer research and over 10,000 actual sales calls.

Get your copy today