



Great Qualifying Questions to Remember

"What concerns does your company have with...?"

"How familiar are you with?"

"Where do you see your company utilizing"

"How many times have you wished you could (save time, save money, etc.)?"

"What are your most important needs regarding ...?"

"What are your expectations of?"

"How often do you run into problems with...?"

"When was the last time you were able to ...?"

"What caught your eye as you were walking by?"

"How often are you able to....?"