

High Gain Questions Log

What is your role here and areas of responsibility?

What's important to you in choosing a vendor?

Will you be making the decision or will there be others involved in making the decision?

If there are others involved in the decision, what is important to each of them in choosing a vendor?

If after the meeting, this is nirvana for you, what is the process for getting this approved?

What are all the issues you are looking to solve or opportunities you are looking to take advantage of as a result of working together?

What are all the deliverables you expect?

When are you looking to begin and when do you need it completed? Why is this timing important to you?

What do you wish you could get from your current vendor (or vendor you previously used), that you can't get?

If you are receiving multiple proposals and all things look equal including price, how will you go about making a decision? If you are receiving multiple proposals and the proposals look different to you, how will you go about making a decision?

If the total budget is not approved, what could you approve? What can you say, "yes" to?

Let's schedule a time on the calendar so I can walk you through the proposal and answer any questions you may have. How's next Thursday for you, 10am?

