

High Gain Questions Log – First Meeting

Tell me a little about your role and how you're structured there.

What are the most important issues you want solved or what do you wish was working better as it relates to _____?

What have you already tried that hasn't worked? What has worked?

Tell me more about that.

If after the meeting, this is nirvana for you, what is the process for us to work together? Who needs to be involved and what paperwork needs to be signed?

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

What kinds of _____ needs do you have which are immediate versus those coming down the pike?

For opportunities uncovered:

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

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

If you receive 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?

When are you looking to begin the project and when do you need it completed?

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?

What is your cell number (if you don't have it) so I can text you a question as I put the proposal together?