



## Don't Waste Valuable Time! How to Qualify Your Sales Prospects

Use these questions before you visit a sales prospects, this means early on in your sales process.

***“I don't want to waste the time of anyone in your business so would you mind if I ask you a few questions first...”***

- 1) What is your process for making purchasing decisions of this kind?
- 2) What kind of timeframe do you have for making this kind of decision / for an installation of this kind?
- 3) What are looking to accomplish with a purchase like this?
- 4) Who else, other than you of course, will be involved with you, making this decision?
- 5) What is the single biggest problem you need to solve with this purchase?
- 6) What have you seen that particularly appeals to you?
- 7) What will define a successful outcome for this purchase?
- 8) This purchasing decision is important, what is the one single thing about this decision that you want to avoid?
- 9) How will you know that you have made the right decision at the end of the day?

Each one of these questions will help you (and your prospect) identify what needs to happen for a successful sale to occur. If you run this process before you visit a prospect, you will find that your conversion increases saving your time, and your prospects'.