

# 10 EFFECTIVE SALES QUESTIONS

**That help move a deal forward**





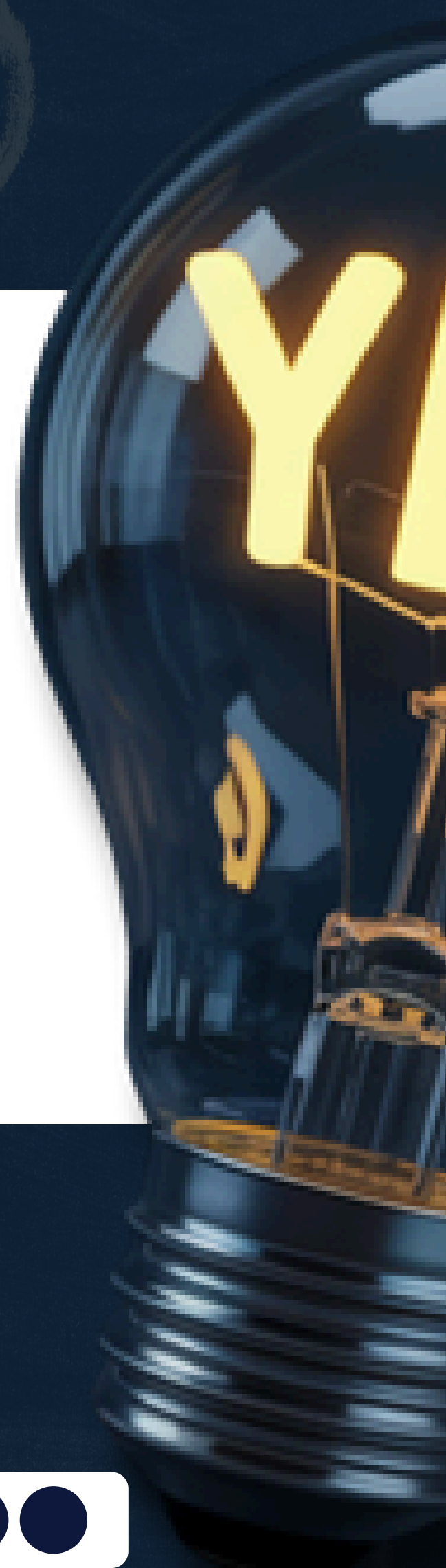


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# INTRODUCTION

By asking your prospects the **right questions**, you can find out exactly what they're looking for and what's in the way of them **saying 'yes!'**







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Here are 10 of the most  
**effective sales questions**  
you can use now to help  
move down the sales  
funnel...







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## question #1

WHAT OTHER SOLUTIONS HAVE YOU  
**CONSIDERED?**







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## question #2

DOES OUR SOLUTIONS MEET  
**YOUR NEEDS?**







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## question #3

WHO WILL BE INVOLVED IN MAKING  
**THE DECISION?**







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# question #4

COULD YOU PROVIDE DETAILS ON  
**YOUR BUDGET?**





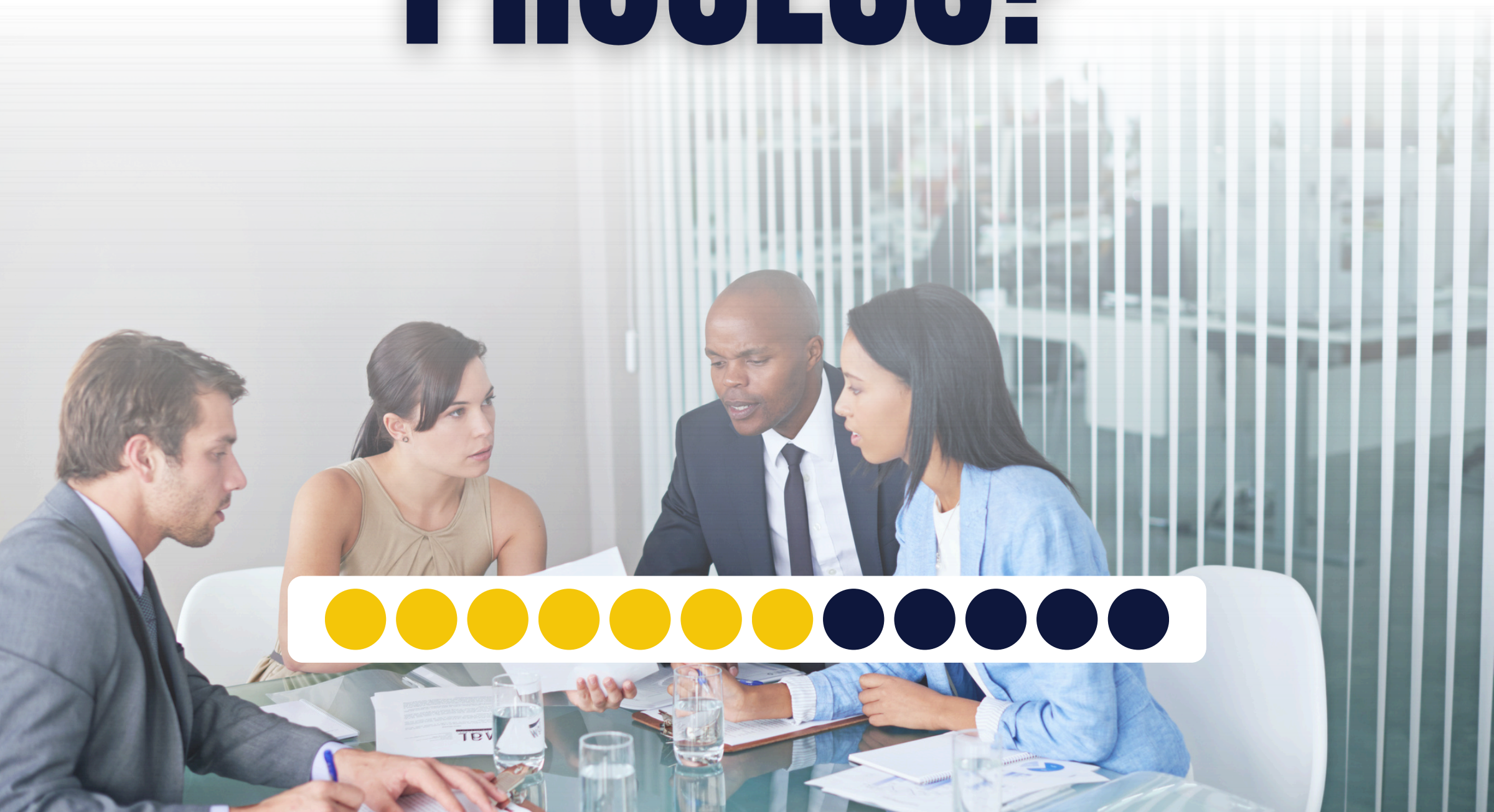


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## question #5

HOW CAN WE INCLUDE EVERYONE IN THE  
**DECISION MAKING**  
**PROCESS?**







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## question #6

WHAT FACTORS WILL YOU USE TO MAKE  
**YOUR DECISION?**







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## question #7

WHAT IS YOUR TIMELINE FOR  
**IMPLEMENTATION?**







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## question #8

WHEN WILL YOU BE MAKING A  
**DECISION?**







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## question #9

IS THERE ANYTHING ELSE WE NEED  
**TO DISCUSS?**







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## question #10

HOW WOULD YOU LIKE TO TAKE THE  
**NEXT STEPS?**







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# Looking to Improve Your **SALES SKILLS?**

contact us for more information



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