



10 QUESTIONS

TO MOVE A

SALE

FORWARD



SOLUTIONS QUESTIONS



What other solutions are you considering?

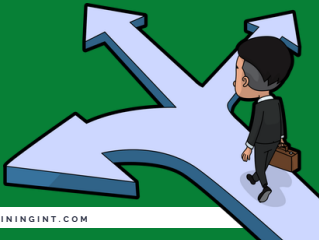


Does our solutions meet your needs?



DECISIONS QUESTIONS

- ? Who will be involved in making the decision?
- ? How much has been budgeted for this?



DECISIONS QUESTIONS



What is the best way to include everyone involved in the decision making process?



What factors will you use to make your decision?



TIMELINE QUESTIONS



What is your timeline for implementation?



When will you be making a decision?



FINAL / NEXT STEPS QUESTIONS

? Is there anything else you feel we need to discuss?

? What are the next steps from your perspective?



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