



Sales Success

1. Why is it important to engage in a particular transaction?
2. Why you must engage in the sales process now?
4. What is important in the sale process for you?
6. What is the next step after the completion of the transactions?
7. What has to happen for you to engage in sales now?
8. What is your ideal time frame for the completion of the sale?
9. Which one plays a bigger role in your decisions price or expediency?
- 10 Which other products or services were you comparing?
11. How are those similar and how are they different?
12. How do you like the similarities and the differences?
10. How long have you been thinking about the sale?
11. How will the successful completion of this transaction impact your life?
12. How does a failure to the transaction will impact your life?
13. What are some of the compromises that you are prepared to make? Price or Quality?
14. How would you feel six months from now knowing that you made the right decision tonight?
15. What are the top 5 qualities you are looking in your sales leader?
16. Who do you like to represent you a strong sales leader or an average sales person?
17. What makes a product or service sell?
18. Are you aware of top 5 consumer behavior patterns that can actually result in a sell?
19. Did you know that many people feel just like you before a sales decision?
20. What specifically stops you from making the right decision now?
21. Do you realize the power of a well designed and well planned marketing campaign?
22. Do you realize the top 5 percent of sales professional have the same strategies that I will make you benefit from?
23. Do you feel I can handle the sales for you?
24. Are you prepared to engage in making the right decision now?