



# THE TOP 10

Thought Provoking  
Questions You **MUST**  
Ask On A Sales Call

# THE TOP 10 QUESTIONS

Here are the top 10 questions to guide you through the discovery phase of your conversation. (Use these questions as a guide and adjust as you see fit.)

1) I've reviewed your (intake form, social media, etc.) what is the most important area you would like to discuss with me today?

2) What attracted you to this type of business?

3) What inspires you to do what you do?

4) Tell me about your dream/target client?

Age:

Gender:

Shopping/Hobbies:

Values:

Goals:

5) Tell me the top 3 things that make you proud of your business.

6) What research have you currently done on your industry?

7) What challenges do you anticipate in the next 1, 5, 10 years that will prevent you from getting to where you want to in your dream business?

8) At the end of the year, what will you be celebrating in your business?

9) How do you define a world-class experience for your client?

10) What are the key areas you've identified that you want my help with?



# RELATIONSHIPS & SALES

Sales can be fun, because this is your time to shine to show the benefit of working with you!

Remember your expertise is the solution!

It's about building relationships and getting to know your clients and their needs. It's also about providing a service that is valuable to them.

Once you realize that you and your services matter in the lives of your clients, that's where the magic happens!

Want more helpful tips to elevate your sales strategies and build better relationships with your dream clients?

Then follow me on Instagram at:

**[@britteney\\_coach](#)**

