

QUESTIONS TO ASK AT YOUR NEXT ONE TO ONE MEETING

How did you get started in your business?

What do you enjoy most about what you do?

What separates you and your company from the competition?

What advice do you have for someone starting out in your type of business?

What are the coming trends in your business/industry?

What strategies have you found most important in building your business?

If you could change something about your business, what would it be?

What is the next big event coming up for you?

What is your biggest business challenge?

What type of customer are you looking for? How will I recognize a prospect for you?