SQL Example Questions

Need

Understanding what prospect is looking for and WHY?

Tell me more about...

1. What solutions are you looking for?
2. What problems/pain points are you trying to solve?
3. What features are a priority for you and **why**?
4. What are your top priorities in a solution?
5. What made you interested in Revver?
6. What motivated you to search for a solution now?
7. How long has the problem been going on?
8. **Why are you looking for a solution now? What brought you to us?**
9. What has prevented the problem from being solved in the past?
10. What other solutions are you evaluating?

I am curious... (outbound oriented)

11. Do you have problems with [insert some pain points] like some of our other clients?
12. Does your current solution solve these problems as well as you would like?
13. If you're not currently searching for a solution, why not?
14. Why did you choose that particular solution?
15. What impact would it have if you could manage these problems more effectively?
16. What has prevented the problem from being solved in the past?

Authority

Have a clear idea of the prospect's involvement in the evaluation process

Help me better understand...

1. How is decision-making carried out in the company?
2. Who has the final say in these kinds of purchasing decisions?
3. How have decisions like this been made in the past?
4. How do you take part in each decision your team/company makes?
5. Who else, other than you, of course, will be involved in the buying decision?
6. Could you describe the purchasing process you will be using to make this decision?
7. Are you the only one responsible for the buying decision or is someone else?

Timeline (Inbound)

1. What period of time have you set aside to find the product/services?
2. How much of a priority is finding this solution, or are there other problems that need to be solved urgently?
3. Do you have the ability to implement this product as soon as possible?
4. What is the deadline for making a decision?
5. When do you want to make a decision and begin implementing a solution?

Revision #2
Created 24 April 2023 18:04:02 by Kaitlin Bell
Updated 24 April 2023 19:03:22 by Kaitlin Bell