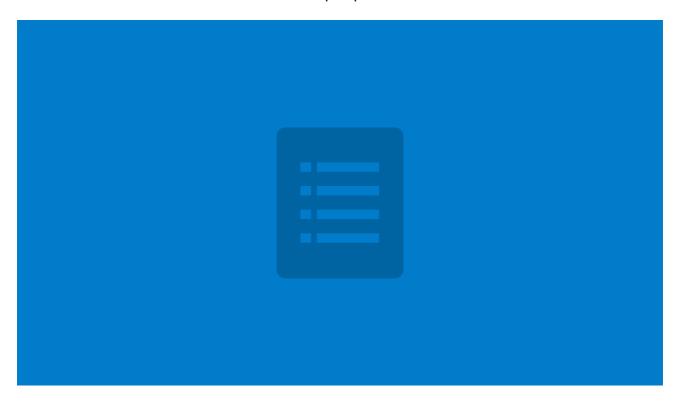
10 Questions To Move A Sale Forward

In B2B sales there are a lot of factors that affect your prospects' decision-making process. The more you know, the more you can help. Make sure you're asking these questions when you meet with your next prospect.



| What other solutions have you considered? |
|---|
| Does our solution meet your needs? |
| Who will be involved in making the decision? |
| What's your budget? |
| What is the best way to include everyone involved in the decision making process? |
| What factors will you use to make your decision? |
| What is your timeline for Implementation? |
| When will you be making a decision? |
| Is there anything else we need to discuss? |
| What are the next steps? |