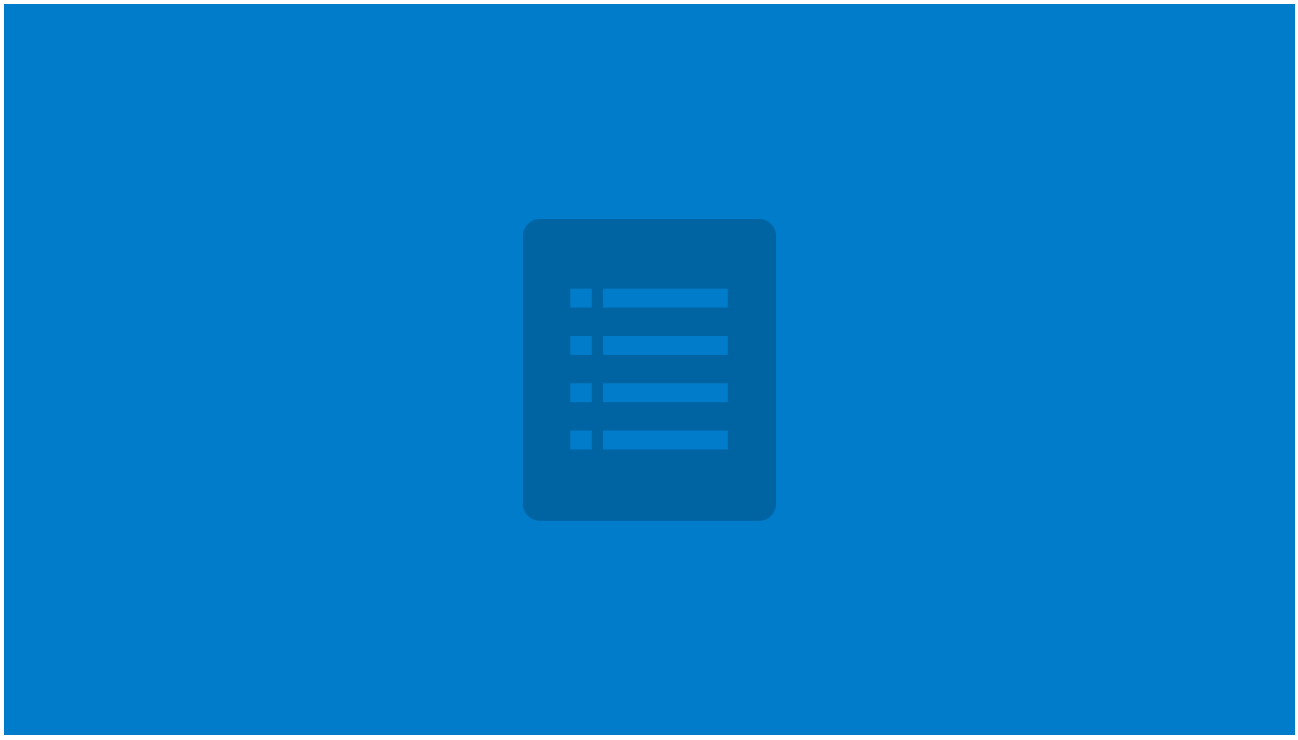
10 Questions To Move A Sale Forward

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?

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