

20 (More!) Effective Questions To Ask To Close More Deals

We've given you the first 30 questions to ask in this blog post, but as a bonus here are 20 more. Use these questions to get to know your opportunities, nurture your leads, and to close more deals.

1. How have things changed with your business in the last year?
2. What is holding you back from reaching your goals or revenue numbers?
3. How would you evaluate success?
4. What is the biggest mistake you are making today?
5. How will our software or service effect your business?
6. What do your current results look like?
7. Do you have any questions so far?
8. Does this seem like the solution you're looking for?
9. What haven't I covered that is important to you?
10. What does your budget look like?
11. Do you feel comfortable telling me if this isn't the right fit?
12. What is the best way to communicate with you?
13. What will happen if this decision doesn't get made?
14. What does the timeframe look like for you to solve your current challenges?
15. How many customers do you have?
16. What is one thing none of the current services you use do that you wish they would?
17. Where are we not meeting your expectations?
18. Can you explain to me the specific qualities you are looking for?
19. I noticed you work with "x" solution, how does that help you?
20. Can we move forward?

