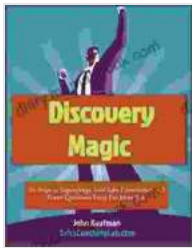


Learn The 10 Questions Every Salesperson Should Ask On Every Call (Bonus Secret!)

Asking the right questions is essential for salespeople. It's how you qualify your prospects, build rapport, and close more deals. But what are the right questions to ask? And how do you ask them in a way that's engaging and informative?



Discovery Magic - Explode your sales with 10 magic questions: Learn the 10 questions every salesperson should ask on every call Bonus 3 secret questions ... that you aren't (SalesCoachingLab Book 1) by John Kaufman

★★★★☆ 4.8 out of 5

Language : English
File size : 5584 KB
Text-to-Speech : Enabled
Enhanced typesetting : Enabled
Word Wise : Enabled
Print length : 14 pages
Lending : Enabled
Screen Reader : Supported



In this article, we'll share the 10 questions every salesperson should ask on every call. We'll also provide tips on how to ask these questions effectively. Plus, we'll share a bonus secret that will help you take your sales skills to the next level.

10 Questions Every Salesperson Should Ask On Every Call

1. What are your biggest challenges right now?
2. What are your goals for the next year?
3. What are your biggest pain points?
4. What are your biggest opportunities?
5. What are your biggest fears?
6. What are your biggest frustrations?
7. What are your biggest dreams?
8. What are your biggest regrets?
9. What are your biggest accomplishments?
10. What are your biggest lessons learned?

How to Ask These Questions Effectively

When asking these questions, it's important to be genuine and authentic. You want to build rapport with your prospects and show that you're interested in helping them. Here are a few tips for asking questions effectively:

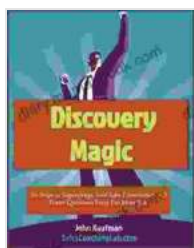
- **Be specific.** Don't ask vague questions like, "What are your challenges?" Instead, ask specific questions like, "What are your biggest challenges with lead generation?"
- **Be open-ended.** Open-ended questions encourage your prospects to share more information. Avoid asking yes/no questions or questions that can be answered with a single word.

- **Listen actively.** When your prospects are answering your questions, listen actively to what they're saying. Pay attention to their tone of voice, their body language, and the specific words they're using.
- **Ask follow-up questions.** Follow-up questions help you to get more information and build rapport. For example, you could ask, "Can you tell me more about that?" or "Why is that important to you?"

Bonus Secret: The Power of Curiosity

The most successful salespeople are always curious. They're always asking questions and learning new things. They're always looking for ways to improve their skills and knowledge. If you want to take your sales skills to the next level, develop a mindset of curiosity. Always be asking questions and learning new things. The more you know, the better equipped you'll be to help your prospects and close more deals.

Asking the right questions is essential for sales success. The 10 questions we've shared in this article will help you qualify your prospects, build rapport, and close more deals. Plus, the bonus secret we've shared will help you take your sales skills to the next level. So start asking questions today and watch your sales soar.



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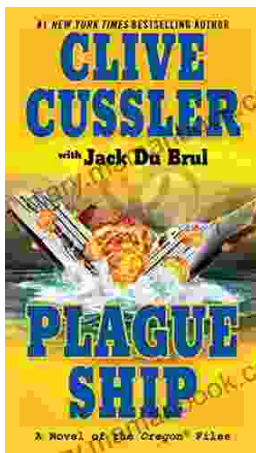
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