

THE SALES BEAST RELATIONSHIP GUIDE



Hello [Client Name]

My name is [Your Name] Is [Client Name] your preferred name? Awesome, It's great to meet you [Preferred Client Name].

It looks like [State the Reason Why You're There]. Because it's our first time meeting, do you mind if we have a quick seat to help you experience the most out of today's visit?

1. **How long have you been in this space (home, office, or company)?**
 - a. Have you always been from this area, or did you move here from somewhere else?
 - b. Would you say this is your long-term spot, or are you still planning some upgrades or growth?
 - c. Congrats, do you guys have any exciting projects coming up?

2. **Have you worked with another service provider to address this?**
 - a. Was there a reason they couldn't help you with this?
 - b. On a scale of 1-10, how was that experience?
 - c. When it comes to choosing a service provider, what would've made this a 10?

3. **How has this issue been affecting your day-to-day — whether it's comfort, peace of mind, or productivity?**
 - a. Do you notice it more in any specific areas or times of day?
 - b. Has that made it harder to relax or unwind?
 - c. If we found a way to reduce your stress off your shoulders, and help you unwind and relax faster, could that help increase the quality of your sleep at night?

4. **Do you or your spouse ever work from home?**
 - a. Really what do you do?
 - b. Does that require a lot of focus or video calls?

- c. If we could help create a more focused space for you, would that be something that could help boost your productivity during the day?

5. Is there anyone else who's been affected by this issue?

- a. Have they dealt with allergies, sensitivities, or stress because of it?
- b. Is it serious? Like do they need a prescription for it?
- c. Do you think they would be excited if we found a way to decrease their reliance on medications, improve their focus, and help increase their energy overall?

6. Do you feel this situation is costing you more than it should, whether that's money, time, or energy?

- a. What would you estimate you've already spent or lost dealing with it?
- b. What do you and your family/team like to do for fun?
- c. How would you feel if I could help put that time and money back into your pocket for **[What They just Shared for Fun]** instead of unexpected stress, time wasted, and energy?

7. How did you first hear about [Company Name]?

- a. Are online reviews important to you?
- b. What made you feel comfortable choosing us?
- c. Do you want to know something crazy?

The same reason you felt comfortable to choose us is the same reason I chose to work for **[Company Name]**. I'll get more into that later, but if I come across anything that could improve you and your family's overall lifestyle, would you like for me to bring it to your attention?

Awesome. Would you mind giving me a quick tour of where the issue was first noticed or where it impacts you most?