

Discovery Questions to provoke Problem & Priority disclosure	
Level 1 Comfortable	<ul style="list-style-type: none"> ♦ [Compelling Reason] ♦ Tell Me More ... ♦ And/Anything Else?
Level 2 Feeling Discomfort	<ul style="list-style-type: none"> ♦ How long have you been living with this? ♦ How have you tried to fix it? ♦ Did that work?
Level 3 Hits Bottom	<ul style="list-style-type: none"> ♦ What's the impact on the business? ♦ What happens if things don't change? ♦ And, to you?
Level 4 Wants Action	<ul style="list-style-type: none"> ♦ What are you hoping someone can do for you?

MAINTAIN CONTROL

- ♦ Slow Down to Speed Up.
 - ♦ Act as if...
- ♦ Keep an Abundance Mentality.
- ♦ Some Will, Some Won't, So What, Someone's Waiting.
- ♦ Don't React; Instead Interact.
 - ♦ "Are you sure?"
- ♦ Nurture, nurture, nurture



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