



18 Questions to Ask to Help Your Business Grow

1. Does your company do enough **smart marketing**?
2. What are some of your **best marketing practices**?
3. What **distinguishes your company** from your competition?
4. Do **your customers/prospects** know what distinguishes your company from the competition?
5. What is your **company image** and do you like what you see?
6. What are other **concerns** that you have concerning your marketing campaign?
7. Do you and your team have a good **system to find new clients**?
8. What are the **benefits of your products or services**?
9. How do you **overcome rejection** or objections?
10. What are the **typical objections** that you hear from customers?
11. What do you say to yourself **during slow times** so you don't stay down too long?
12. How do you keep your **enthusiasm** going?
13. How do you know when a **customer is satisfied**?
14. Do you feel the **quality of your product/service** is as high as it can be?
15. How does **your company follow up with customers** when they leave?
16. Who are **your advocates** (others who already know the great services you provide) and how can you market to them?



17. How to do you **constantly grow** so you won't stagnate?
18. Do you need to use **Be Direct With Respect®** to be as productive as possible?

