

RSS #4
10 Points

Name: _____

PROBING
READY-SET-SELL

Product or Service: _____

A need or problem I think my prospect may have is: _____

I will ask the following probing questions. Using a conversational format, write eight probing questions. 4 closed and 4 open.

CLOSED

(1) _____

(2) _____

(3) _____

(4) _____

OPEN

(1) _____

(2) _____

(3) _____

(4) _____

