

7 DAY PRODUCT CHALLENGE

DAY #3: THE CONSULTATION

To ensure you gather all the information from your clients, you will need to have a consultation process in place. This is your sales meeting and the opportunity to build the **know, like** and **trust** relationship with your prospects.

Q1. Do you have a consultation process in place? Yes/No

Q2. How long do you allow for each one of your consultations?

15 minutes ☐

30 minutes ☐

45 minutes ☐

60 minutes ☐

60+ minutes ☐

Q3. What are the steps for your consultation? Consultations need to be constantly the same every time you deliver one, so that you know each of your clients have the same experience throughout your process. e.g.

global agenda, specific agenda, fact find, feel find, pitch, close

Step #1: _____

Step #2: _____

Step #3: _____

Step #4: _____

Step #5: _____

Step #6: _____

Step #7: _____