

1-2-1 Meeting Notes

- 1) Tell me about your ideal client.
- 2) How do you get your ideal client? Where do you find them?
- 3) Who is your competition? How are you different from your competition?
- 4) What phrases will I hear while having conversations with others that mean you need to talk to them? What things might I see? What should I say to introduce You?
- 5) What are some common objections in your business? How can I respond to them?
- 6) What profession can't help but bring you business?

Top 3-companies/titles/ name you want to be introduced to:

- 1)
- 2)
- 3)

- 1) Short Term Goal:
- 2) Long Term Goal: