

**SUNRISE LEADS GROUP
NETWORKING QUESTIONNAIRE**

NAME _____

BUSINESS/PRODUCT _____

YEARS IN BUSINESS _____

RELEVANT EDUCATION, CREDENTIALS OR EXPERIENCE _____

TRACK RECORD OF GROWTH OR SUCCESS _____

SUCCESS STORIES _____

WHAT ARE YOUR CLIENTS DOMINANT BUYING MOTIVES?

**WHAT WOULD YOUR CUSTOMERS SAY ARE THE UNIQUE BENEFITS
OF DOING WITH YOU?**

REFERENCES/ANY SUNRISE LEADS MEMBER WHO YOU HAVE DONE BUSINESS FOR?

WHAT QUESTIONS DO YOU WANT ME TO ASK POTENTIAL LEADS IN ORDER TO PIQUE THEIR INTEREST TOWARD YOU?

WHO IS AN IDEAL LEAD FOR YOU?

WHAT "OUTSIDE THE BOX" WAYS MIGHT I BE ABLE TO HELP YOU ATTRACT AND LAND NEW BUSINESS?

ARE THERE ANY ROADBLOCKS THAT WOULD PREVENT YOU FROM SENDING ME BUSINESS/LEADS?

WHAT ELSE CAN YOU TELL ME THAT WILL HELP ME DEVELOP TRUST AND CONFIDENCE IN YOUR ABILITIES?
