

A Gift from Jeffrey Watters

Ask these questions in every sales conversation, regardless of product or service

Why does this matter right now?

What prompted you to look into this now? What happens if nothing changes in six months?

Do you understand my situation?

Walk me through how this is handled today. What's been most frustrating so far?

Is this the right solution for me?

What does success look like? What would make this a bad fit?

What's the cost of doing nothing?

What is this costing you each month? How is this affecting your time or income?

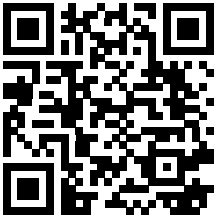
Can I trust you to guide this decision?

Trust is built through transparency, calm confidence, and honest guidance.

What happens next if I say yes?

Explain the timeline, expectations, support, and next steps clearly.

Remember: Selling isn't convincing. It's helping buyers reach clarity.



Scan for Free Sales Training & Resources

Jeffrey Watters, Author