Stop Selling Start Solving ™

Practice Activity

Craft Conditional Access Questions



Objective:

To create Conditional Access questions to keep communication open with decision-makers, ensuring you stay connected even when ongoing meetings are not feasible.

Instructions:



Go through the scenario and examples provided below.

Write three Conditional Access questions you could use at the end of your meeting to keep the lines of communication open with the decision-makers.

Each question should include a polite request to reconnect if needed.



Scenario:

You have just concluded a productive meeting with Clark, the owner of a mid-sized business. He expressed interest in your software but requires time to discuss it with his team. Although regular follow-ups aren't feasible, it's crucial to keep the lines of communication open in case any questions or concerns emerge.

Example:

Open question 1:

"Should any concerns arise after your internal discussions; may I contact you to provide further insights or solutions?"

Open question 2:

"In case any challenges come up during your decision-making process, would it be alright if I followed up with you to see if I can assist?"

ValuePrompter® Contact: Add contact name here

Business Issue / Add Business Issue or Individual Objective here

Individual Objective:

Anxiety Question: Add Anxiety Question here

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Problem

Open Question: Can you describe the specific challenges you're facing with customer retention?

Not more than 250 characters

Probe Question:

 Are customer complaints increasing due to these retention issues?

Not more than 250 characters

 Is there a particular segment of your customer base that is most affected?

Not more than 250 characters

Confirm Question: Add Confirm

OPEN PROBE CONFIRM

Solution

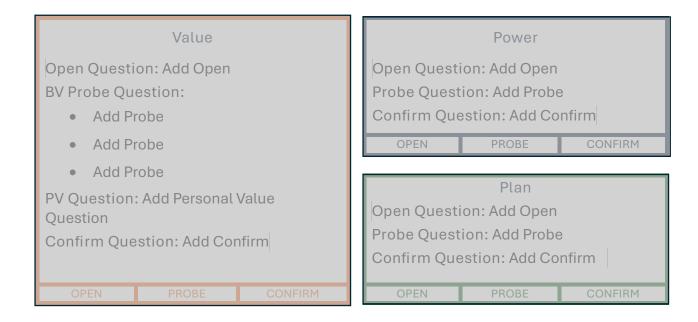
Open Question: Add Open

Probe Question:

- Add Probe
- Add Probe
- Add Probe

Confirm Question: Add Confirm





When you're ready, return to the e-learning module to continue your learning journey.

