

Open Ended Questions and Discovery Openers

- Why?
 - What got you to call Protect America today?
 - Tell me about the concerns you may have when it comes to safety in your neighborhood.
- Home?
 - Give me a good visual of when you walk through your front door of the points of entry that you would be concerned with.
 - When you are away from home what are you most concerned about?
 - When you are at home do you have any concerns?
 - Tell me about your garage situation. Are there any valuables of concern?
- Access?
 - When you are away from home who would have access to your system?
 - How important do you think it would be to access your system when you are away from your home?
 - Who all would have access to your system?
- Traffic?
 - Tell me about the traffic going in and out of your home?
 - Fill me in on your pet situation.
 - When you are away will there be anyone coming in and out of your home?
 - What does a normal day look like traffic-wise?
- Interactive?
 - What interactive features have you seen from other companies that you like?
 - What have you seen out there that you have not liked?
- Safety?
 - Are there any parts of your home that you would feel are the most concerning?
 - Tell me about any past experiences you've had involving your safety.
 - During the day what entry point do you feel a burglar might use ~~XXXXXXXXXX~~
- Interested in PA?
 - Have you and anyone else in the home discussed a budget and what would that be?
 - How do you feel about our company so far?
 - Are there other companies that you have contacted so far?
 - Do you know anyone that has our system? What do they think about it?
- Time?
 - What times of the day or night are you or anyone in the home not there?
 - Tell me about your work schedule; when you or anyone would be away.

GO BEARS!!!

SEA HAWKS