Background:

How long have you been working in the industry?

How did you get into the industry?

What do you like about it?

What do you dislike about it? (or what would you change?)

Performing work:

What kind of jobs / work do you do?

What makes a job appealing or unappealing?

How many projects do you work on at a time?

How long does it take to complete a typical project you work on?

(If appropriate) What is the average deal price?

(If appropriate) What kind of return do you expect on each job?

Finding jobs:

How do you find new contract work to do?

How much of your time do you spend looking for new jobs?

What is the sales process like?

How do you differentiate your service from competitors?