

Yellow = requirements to call

Blue = context (scarcity, exclusiveness)

Green = point a to point b

Pink = concerns

Now before I lock this in I want to confirm this will be a time that you're available sitting down in a quiet place in front of a computer for a zoom call correct?

Okay great so i do want to let you know our calendars are packed with meetings so we do not tolerate no shows because it wastes time and ruins it for other people who are serious

And if we see you no show without you communicating we would have to indefinitely decline your application with that being said do you still think this time works good?

Now to make sure we both are on the same page, what is the ideal outcome from doing business with us?

How does landing a multi 6 fig remote gig help you get closer to that?

What does successfully achieving these goals do for you

Just to make sure you feel good about this meeting what concerns do you have right now