

Executive Group Questions

A collection of questions that each of us might use to identify a lead prospect for another member of the group.

This list is part of our continuing effort to enable each of us to serve as part of a marketing team for the other members of the group.

Mike Brier	Have you taken advantage of the current low interest rates? Do you have enough months at the end of your money? When are you planning to move? Do you know anyone who is moving soon?
Nelson Hellums	Are there any changes you would like to make in your insurance program? Is your insurance coverage with AIG? Try to find their pain. Have you had any change in your insurance rates recently?
Steve Jenkins	How do you like your office space? (Or warehouse or retail) If you discover that they are thinking about moving: Do you have a broker?
Mary Anne Knolle	What do you like most about your job? What would you change about your job if you could? Change in someone's life is the key, whether business or personal..
David Martin	How are your investments performing? Have you ever thought about investing in oil & gas?
Tom McCulloch	How's your Mom? Do you have a will? Objective is to engage the prospect in thinking about elderly problems and issues.
Sharon Moon	Are you growing or doing any expansion? How is the economy affecting your business? How's business? Are you using technology to help you in your business? Do you have any employees working from other locations?
Dick Myers	Do you get business from your web site? Are you interested in receiving business leads over the web? Do you have a budget for the operation and enhancement of your web site?
Jeff Riesenfeld	How would you pay your bills if you became disabled? How would your life insurance premiums get paid if you were disabled? Have you had your benefits reviewed lately?
Patricia Snyder	Are you comfortable with your money and credit relationships? What does your bank do for you?
Mike Till	How many new clients do you get each year? How do you monitor the performance of your business.
Doug Wagner	Are you in the construction business in any way? Do you have any interest in a product for interior use that has no mold or mildew issues?

Joe Bill Whittenburg	Like open ended questions, like How has the economy affected your business? What is your biggest business challenge? The purpose of the question is to get the prospect started talking about his/her business...