

## **Probing Questions and Needs Development Planner**

Customer (Company):		
Contact:	Job Title:	
Product:	Application:	
Qualifying questions 1.		
2.		
3.		
4.		
5.		
Problem Solving questions 1.		
2.		
3.		
4.		
5.		

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## **Probing Questions and Needs Development Planner**

Customer (Company):		
Contact:	Job Title:	
Product:	Application:	
Identify Needs and/or Priorit 1.	ies (Open-ended)	
2.		
3.		
4.		
5.		
Confirm Needs and/or Priori 1.	ties (Closed-ended)	
2.		
3.		
4.		
5.		

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