## Selling Skills Foundations Course TM

## Probing Questions Planner

Customer (Company):		
Contact (Name):	Job Title:	_
Qualifying questions (Authority, 1.	Time Frame, Money/Budget)	
2.		
3.		
4.		
5.		
6.		
Needs/Wants and Specific areas 1.	(Open-ended)	
2.		
3.		
4.		
5.		
6.		