



Consulting Forms

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Use this questionnaire to interview the speaker or training company you plan to use for your next training program.

Eight tough questions:

Describe the speaker's delivery style.

Of the topics you deliver, which do you think is your strongest? Why?

Who else have you trained in my industry?

How will we measure your performance?

How will I know if this training session/program was successful?

How do I know I will get a good return on my investment?

What do you do before and after the training session to insure that I am getting the greatest value for my training dollar?

Why should I select you? What makes you different?

Make sure you secure:

A detailed outline of the material to be covered

References with names and direct phone numbers

This questionnaire has been provided to you as a Value Added service from Michael J. Galante, The Sales Coach michael.galante@thesalescoach.com