

The Business Champion Sales Method™

Module 1 Lesson 2

Business and Sales Factors

Ask yourself these questions about your business. Then turn and ask the questions about your customer's business. Discuss your answers with one of your supporters.

Business Factors

1. How does the business or organization measure success?
2. Where is the money pooling?
3. Who are the top three customers?
4. What industries make up 80% of the revenue?

Sales Factors

1. Is the Business Champion willing to change and take swift action?

Yes or No

2. Is there a match between the biggest challenge and with what you are selling?

Yes or No

3. Does the business champion have access to the funding for the dream?

Yes or No