10 Key Questions to Evaluate and Growing Your GDI Business

On a scale from 1 to 10, how would you rate yourself on the following questions:

1. Scheduling time to work and grow your business?

   _____ _____ _____ _____

2. Finding new potential customers consistently?

   _____ _____ _____ _____

3. Starting a conversation with a potential customer?

   _____ _____ _____ _____

4. Identifying their needs and showing how Xp3 will help address or solve their needs?

   _____ _____ _____ _____

5. Answering questions and handling objections from potential customers?

   _____ _____ _____ _____

6. Identifying the steps for a successful trial?

   _____ _____ _____ _____

7. Getting a commitment and the Conditions of Satisfaction before an order is placed?

   _____ _____ _____ _____

8. Guiding the customer through the trial and analyzing the data?

   _____ _____ _____ _____

9. Asking for the next order and/or setting up a reorder schedule?

   _____ _____ _____ _____

10. Asking for a testimony and referrals?

    _____ _____ _____ _____

If you were to pick an item from the list above that if you improved in that area, would have the biggest impact in your business, which item would it be and why?

1. _____

2. _____

3. _____

4. _____

What is one specific action step you can take to improve in this area and will you commit to doing it?

1. _____

2. _____

3. _____

4. _____