



SALES BUZZ TEST

1. Please list 15 need finding event focused questions you should ask every customer within the first 5 minutes of your call

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2. Please advise on the top 5 things you want every customer to know about our event service once they are qualified.

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2		
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5		

3. Supply a list of 20 event listing sites based on the social, local, national, global, industry targeted and industry specific

1	Social		
2	Social		
3	Local		
4	Local		
5	Local		
6	Local		
7	National		
8	National		
9	National		
10	Global		
11	Global		
12	Global		
13	Targeted		
14	Targeted		
15	Targeted		
16	Targeted		
17	Target		
18	Industry Specific		
19	Industry Specific		
20	Industry Specific		