



The UK'S Leading Prospect Conversion Expert.

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52 KEY ISSUES

1. How do I get prospects to call me back?
2. How often should I follow up with someone I have given a proposal to?
3. How can I find new leads for my business?
4. What do I say when my prospect says my price is too expensive?
5. What are the key questions I need to ask in a first meeting?
6. How can I find out if the prospect I am talking to is the decision-maker?
7. How can I find out how much budget the prospect has for my product?
8. How can I get my prospect to make a decision?
9. How can I get past the receptionist/secretary so that I can speak with my prospect?
10. How can I get my prospect to make a decision now?
11. What is a good conversion rate for leads that I have?
12. How should I approach a second meeting with a prospect?
13. Why is my prospect not returning my calls?
14. My prospect is not turning up to a demo that I have arranged. What can I do to solve this?
15. What is the best way to find new prospects without picking up the phone?
16. I feel under pressure to convert all leads in my pipeline to achieve my target. Help
17. How can I ensure I hit my sales target?
18. My sales target is not realistic, how can I get my Manager to see this?
19. I want to do more business with my existing customers, how can I do this?
20. How can I get my client to provide me with a referral!
21. I don't have enough money to pay my bills and I need to bring sales in quickly. Help!
22. I get a "no thanks" when I try to sell my services to someone. What should I do?
23. When is the right time to talk about my product or service when I meet a potential prospect?
24. I keep getting rejected when I try and contact prospects. What should I do?
25. I respond to new leads initially but then forget to follow up. What should I do to avoid this?
26. When a prospect says no to me on the phone, I panic! How can I prevent this from happening?
27. My sales team are not achieving the numbers I think they should be. How can I change this?

28. I don't have enough leads in my pipeline. How can I change this?
29. I want to appoint a new salesperson. What commission should I pay them?
30. I'm too busy to do sales in my business now but no one sells like I do. How can I change this?
31. I tried to sell to a new lead, but they went cold on me. Why did this happen?
32. There are quite a few people involved in making the decision for my project. How can I gain favour with them all?
33. My prospect is not returning my emails. What should I change?
34. People in my industry don't like being called. What other methods can I use?
35. I have confirmed a deal with a new lead but they don't want to sign any paperwork. What should I do?
36. My prospect has said 'they want to think about it' - what should I do?
37. The key contact at my customer/prospect has left. Should I just mark the lead as lost?
38. I don't have time to call all my prospects as we're a small company with lots of other things to do. How can we solve this?
39. My prospect has said they like what we offer but they don't have any budget. What should I say to this?
40. My prospect has asked me to send them some information. What should I send them?
41. I get a lot of meetings but I don't seem to get further than this with prospects. What am I doing wrong?
42. I want to work with a certain company but I don't have any contact details for the person there. What should I do?
43. My prospect doesn't believe the business case that I have shared with them. How can I get them to believe me?
44. The contact I have wants us to give them some services for free to trial what we do without giving a guarantee of buying. What should I say to them?
45. I have been told I will be fired if I miss my next months targets. Help! What should I do?
46. My boss is always criticising the way I talk to prospects but I think the way I do it is good. How can I show him/her that I am right?
47. What should I do to prepare for a first meeting with a prospect?
48. I was ill for an appointment with a prospect and now I can get hold of them. What should I do?
49. How do I know that the prospect can afford what I do?
50. My prospect says it's not something they're interested in right now' what should I do?
51. I've been asked to give a price on an email, what should I do?
52. My prospect has asked for a discount, what should I do?