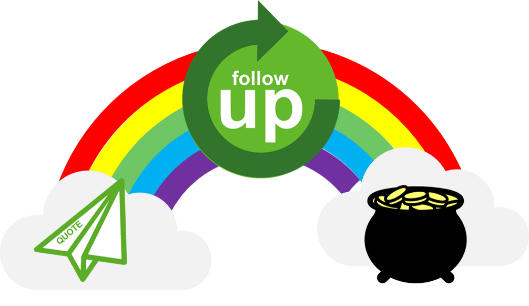
**Quote follow up – open questions cheat sheet**

*Below are some questions to use for inspiration when doing quote follow-ups. Translate them into your local language, and/or add your own favorite questions in the lists.*

**Opening**

* When is a good time for me to call you back?
* How are you doing with the project?
* Where are you now in the process?
* How did our offer meet your expectations?
* *Your favorite question*
* *Your favorite question*
* *Your favorite question*

**Discussing the solution you’ve offered**

* How interesting do you find our offer?
* What are you comparing to, and how do the other offer/s differ from our offer?
* What can I do to meet your expectations?
* What needs to happen for us to have the order?
* What do you need to succeed with your project?
* *Your favorite question*
* *Your favorite question*
* *Your favorite question*

**Agreeing on a next step or closing the deal**

* What can I do to help the project forward?
* How can I help you win your order/project?
* When do you plan on making a decision?
* When are you planning to release the order?
* What questions do you have for me?
* When is it convenient for you that I call you back?
* *Your favorite question*
* *Your favorite question*
* *Your favorite question*

**If the project is lost.**

* What can I do differently next time to meet your needs?
* When is a good time to discuss the next project?
* When is it convenient that I come visit you next time?
* *Your favorite question*
* *Your favorite question*
* *Your favorite question*