

The Best Questions to Ask

1. “Tell me about your challenges with regards to...”
2. “What have you done to fix this?”
3. “What does this challenge cost you?”
4. “How does this affect you personally?”
5. “Are you committed to doing anything about this?
Why?”
6. “What could you see investing to fix these
problems?”
7. “What is your decision-making process for this
project?”