Mindset Framework **Consultative Sales** 3)What leading questions will you ask? 1) What need brought the client in? 2) What product or upsell is a best fit for that need? 4) What objections did the client raise? ©2020 Cory Fairchild Mindset Framework **Consultative Sales** 3)What leading questions will you ask? 1) What need brought the client in? 2) What product or upsell is a best fit for that need? 4) What objections did the client raise?

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