

10 Things Professionals Must Know

Before Meeting a Prospective Corporate Client

Companies hire professionals who know their business. Meeting a prospective Client for the first time is an opportunity for your team to show what they know and how they can help. Before the next meeting, make sure your team is prepared with ALL of the intelligence they need.

Can your professionals answer these 10 key questions?

1. What major issues has the company faced in the past 5 years?
2. What major issues or changes is the company currently facing?
3. Is the company growing and/or opening new locations?
4. Has there been recent media coverage of the company?
5. What do we know about the key executives and board members?
6. Who in our firm has a relationship with this company?
7. How is this company performing financially?
8. What are the company's main products or services?
9. Who are the company's key customers and competitors?
10. What is the company's industry and how is it changing?

The CLIENTSFIRST Business Development Intelligence (BDI) Team can deliver the key information you need to know about people, companies, industries and competitors to help your professionals build relationships and win new business.

[Contact Us to Learn More](#)