



Ideal Client Interview Questions

Please note:

- *The following questions are only suggestions*
- *Questions number 6 – 8 are to find out what their passions are and where they hang out so that you can join those circles (others like your client are likely to mingle in the same circles)*

Suggested Questions

1. How did you find out about my company?
2. What do you value most about my services?
3. Is there anything that I can do to make the lives of you and your employees easier?
4. Is there anything that I can do to make the lives of your vendors easier?
5. How can I better serve you and your vendors?
6. What industry groups are you a member of?
7. Do you do any volunteer work? If so with what organization?
8. What do you enjoy doing outside of work?