



PRE COURSE ACCELERATOR TRAINING

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PRE-WORK STEP # 3 FINDING YOUR IDEAL CLIENT INTERVIEW SUMMARY

Summary

Instructions

1. Enter the results gathered from your Pre-Work Step #2 Research Worksheet.
2. Highlight or circle similar items in each row to identify trends that can allow you to better target your prospects.
3. Where applicable, list information as an overall range such as Number of Employees (5-15).

	Interview 1	Interview 2	Interview 3
1. Number of employees (range)			
2. Headquarters location			
3. Product or Service type			
4. Annual revenue (range)			
5. Number of branches (range)			
6. Size of branches (range)			
7. Location of branches			
8. Year founded (range)			
9. Organizational structure			
10. Title of decision-maker			
11. Geographic markets: Country			
State			
County			
City			
12. Who makes the final decision to buy your cleaning services?			
13. Who influences the decision to buy your cleaning services?			
14. Who are the primary users of your services?			