

Name _____

Telephone _____

Email _____

EV QUESTIONNAIRE (COMMERCIAL)

1. What is more valuable to you: attaining a new client or maintaining an existing client who refers other clients to you?
2. What do you think is more valuable: putting relationships with your customers ahead of your profits or profits ahead of your customer relations?
3. Would it be worth anything to you to have someone help you establish and maintain those referral based customer relations?

Answers

1.

2.

3.