



# 20 QUESTIONS TO ASK DURING AN INTRO CALL FOR BUSINESS OWNERS

BROUGHT TO YOU BY SPARK YOUR RESUME

## **20 QUESTIONS TO ASK DURING AN INTRO CALL FOR BUSINESS OWNERS**

- Where are you originally from?**
- Why did you decide to start your own business?**
- What does your business do?**
- Who is your favorite type of client?**
- What are some of your biggest challenges that you face as a business owner?**
- What do you spend most of your time doing in your business?**
- What does a typical work week look like for you?**
- What's the best part of owning your own business?**
- What's one thing you wish you could delegate right now in your business?**
- How many hours do you usually work in a week?**



- **Do you interact with customers directly?**
- **Do you oversee a team?**
- **Is your company facing any unique challenges?**
- **Do you mainly work in the office, at home or travel to different locations?**
- **How large is your company?**
- **Where do you see your business in 5 years?**
- **What are some skills that every entrepreneur should have?**
- **What professional associations or organizations are you a member of?**
- **How can I help you meet your goals?**
- **What are you reading right now?**

