StrataCCS
CONSULTING

BEFORE WE BEGIN

The questions we'll *ask you first.*

We ask every new client these seven questions in the first week. Answer them on your own, or better, with your leadership team. The ones that are hardest to answer show where your growth is stuck, and where we would start.

01 Who actually signs your largest contracts, and when did you last speak to them?

02 Why did your last three lost deals go to someone else?

03 Which customers would you clone, and what do they have in common?

04 In one sentence, why do your best customers choose you over the alternatives?

05 How much of this quarter's forecast would you bet your own money on?

06 Which deals are you still chasing that you should walk away from?

07 If the founder stopped selling tomorrow, what would happen to revenue?

Hard to answer? That's where we start.

Book a 30-minute call: calendar.app.google/GV8kxeZLkgXrC29YA

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BOOK A CALL