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# Why Qualifying is Critical

## Time is Limited and Valuable

- Only 40 hours in the week
- Need to spend time prospects that have a high probability to purchase

## Control is Limited

- You can't control prospects you talk to
- You can control which prospects you talk to
- Improves deal and pipeline management

## Knowledge is Power

- Uncovers pain
- Produces better leads

## Relationships are Key

- Makes a better impression
- Decreases prospect's guard
- Makes sales activities more conversational
- Builds rapport



**sales** SCRIPTER

[Qualifying Week 3](#)



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