

01 Prospecting

Four-square challenge

Grid 1

1 Can we arranging a meeting next week to discuss your plans?	2 I can supply t _____ from many satisfied customers.	3 Are you interesting in updating your software?	4 Can you tell me what size is the market for leather goods in the UK?
5 We get a lot of e _____ through our website.	6 Our solutions are both effective and e _____.	7 I got some high quality l _____ at the exhibition.	8 Do you minding me ask how many units you need?
9 It is important to identify your customer's n _____ if you are to make a sale.	10 Could you telling me the best person to contact about this?	11 I have no intention to buy that company's products.	12 Do you have Mr Singh's c _____ details?
13 Your plans for expansion are very excited.	14 Can we a _____ a time to talk more about your requirements?	15 Getting r _____ from your existing customers is a good way of generating leads.	16 Could you g __ i _ t _____ with my manager next week to discuss this?



Grid 2

1 I've had enough of dealing with timewasters. We need to q _____ our prospects better.	2 There were over 500 e _____ at the trade fair.	3 We had several website q _____ about our new product.	4 Can I ask what you intending to do about updating your technology?
5 Our product is the s _____ to all your problems.	6 I'm working on the company s _____ at the trade fair next week.	7 It was great meet you at the International Software Show.	8 Do you mind me asking how many boxes you needing?
9 Generally, people don't like c _____ c _____.	10 Can you tell me what does happen to the models you replace?	11 The t _____ s _____ didn't generate many leads.	12 Our technology can help you reduce c _____ on your project.
13 Most of the visitors were timewasters, but we identified a few hot p _____.	14 They haven't a _____ a budget for the project yet.	15 Would you mind to tell me where the client list that I gave you is?	16 Will you send that prospect a f _____ - u _ email, please?

Answers: Grid 1

- 1 Can we *arrange* a meeting ...
- 2 *testimonials*
- 3 Are you *interested* in ...
- 4 Can you tell me what size the market for leather goods *is* in the UK? / the market for leather goods in the UK *is*?
- 5 *enquiries*
- 6 *economical*
- 7 *leads*
- 8 Do you *mind* me *asking* ...
- 9 *needs*
- 10 Could you *tell* me ...
- 11 I have no intention *of buying* ...
- 12 *contact*
- 13 ... are very *exciting*
- 14 *arrange*
- 15 *referrals*
- 16 *get in touch*

**Answers: Grid 2**

- 1 *qualify*
- 2 *exhibitors*
- 3 *queries*
- 4 Can I ask what you *intend* to do ... / what you *are* intending to do ...
- 5 *solution*
- 6 *stand*
- 7 It was great *meeting* you ... / great *to meet* you
- 8 ... boxes you *need*
- 9 *cold calling*
- 10 Can you tell me what *happens* to ...
- 11 *trade show*
- 12 *costs*
- 13 *prospects*
- 14 *allocated*
- 15 Would you mind *telling* me ...
- 16 *follow-up*