

10 Best Questions to Ask Clients

ENAVATE IS A PARTNER THAT LISTENS, CHALLENGES AND COLLABORATES WITH OUR CLIENTS. TO US, IT IS PERSONAL.

Connecting with our clients is one of our guiding principles. Try these tips from award-winning keynote speaker Ryan Avery to better connect with your clients on a deeper level.

1

“How did you get started?”

Use this instead of the typical question we ask when networking, *“What do you do?”*

“What can I help remind you of?”

I ask this to those I want to have a stronger relationship with. I follow up with *“When and how do you want me to remind you?”*

Then I actually follow up and it makes ALL the difference!

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“Who do you know that I should know?”

This one is a great way to build your contacts, relationships, and network on a stronger level. I have been introduced to some amazing and life-changing contacts with this one question. You will be amazed at how many people are willing to connect you with others, if you ask.

“What has been the best mistake you’ve made?”

I like this question because it usually comes with a lesson that I can relate to or reflect on and learn from.

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“What do you know now that you wish you would have known X number of years ago?”

This is my go-to. This helps connect and teaches you something. My favorite of them all!

“What should I do more/less of?”

This is one I share with clients who know me. I then think about it, act on it and then follow up with them to let them know how their advice helped me.

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“What is one thing that I should know about you?”

This is good to know so that I can dive deeper and make people think.

“What are your thoughts on (insert topic here)?”

This is one I use to connect on a similar topic or industry. It's a simple one to keep the conversation going.

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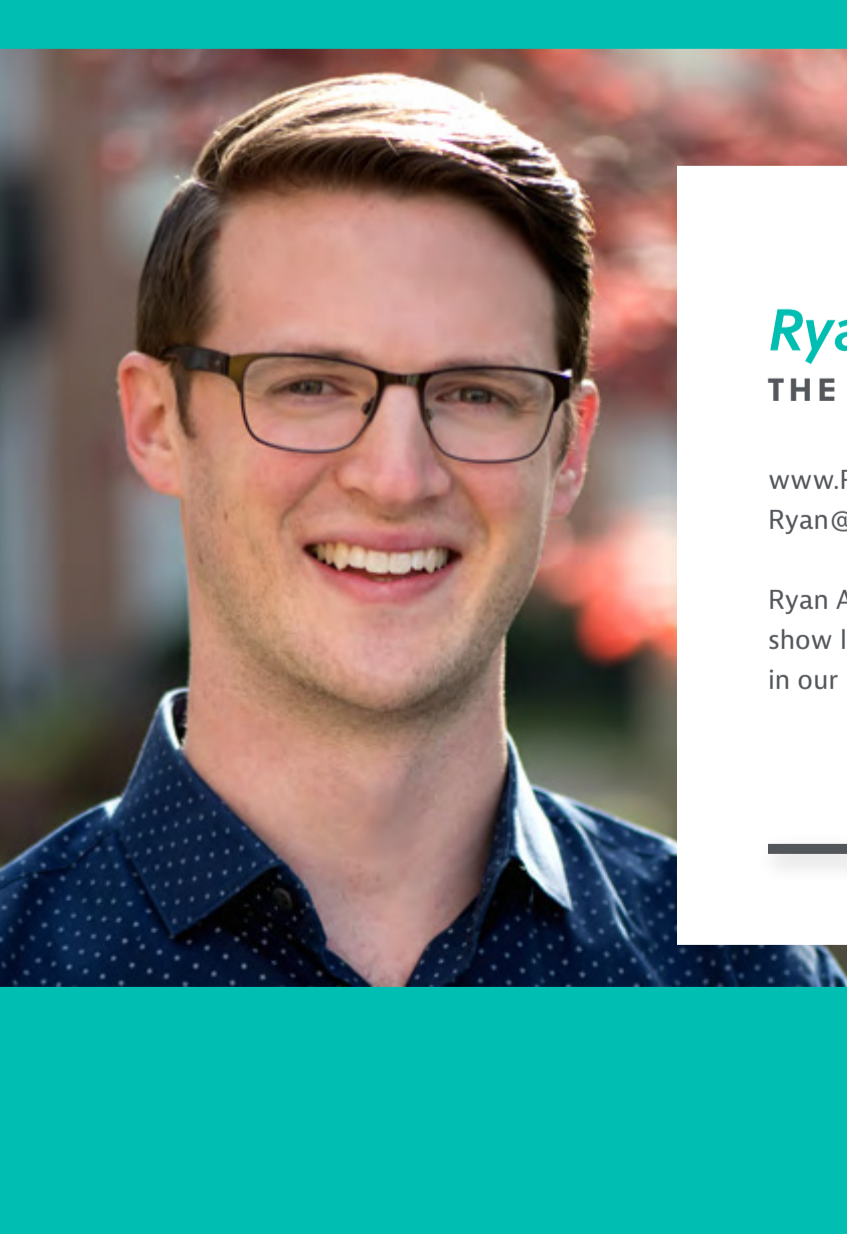
“What is one of your hobbies you wish you did more of?”

This one is big for me because when I know this, I can use this information to send them gifts to help them get back into it! I've sent basketballs to plane tickets and it shows you're really paying attention to them.

10

“If you could be any cartoon character, who would you be?”

This one I use when things are a bit too serious and need a little laughter. It is also good because it can tell you a lot about the person and then you can follow up with sending them a GIF or photo of the cartoon when you know they are having a rough time.



Ryan Avery

THE KEYNOTE SPEAKER

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Ryan Avery provides communication strategies that show leaders and their teams how to Go From A to THE® in our industry!