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# Pre-Program Questionnaire

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**Power Behind The Sales**

☎ 678-426-1506

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🌐 [www.lloydlofton.com](http://www.lloydlofton.com)

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# WE NEED YOUR HELP!

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This questionnaire will enable Lloyd to fine-tune your expectations into a presentation. Skip over any answers which would merely duplicate answers to previous questions or which might be irrelevant due to the nature of this program. Your help will increase the value of this program for your team!



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# Pre-Program Questionnaire

**Your Name:**

**Phone:**

**Title:**

**Company:**

**Web site:**

**PROGRAM**

**What is the meeting theme?**

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**What is the specific purpose of this meeting?**

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# Pre-Program Questionnaire

**What type of meeting is it? (annual meeting, awards ceremony, sales kick-off, etc.)**

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**Who (if anyone) is on the program just before Lloyd and what is their presentation topic?**

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**Which company executives and/or industry experts will be speaking at this meeting?**

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# THE PRESENTATION

**What is Lloyd Lofton's role in your program (opening or closing, keynote, breakout, etc.)?**

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**What are the exact times for Lloyd's presentation?**

**Start Time:** \_\_\_\_\_

**End Time:** \_\_\_\_\_

*Please send us a copy of the meeting program and agenda so he can see how his program fits in.*

**How will most of the audience be dressed?**

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**How will the executives be dressed?**

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**How should Lloyd be dressed? (suit and tie; sport coat and open collar shirt; slacks and shirt; other)**

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**Who will be introducing Lloyd to your team?**

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**What is most important to you concerning the content of Lloyd's program?(i.e. use of examples, exercises, handout, etc.)**

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**What is most important to you in the working relationship with Lloyd?**

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**What themes/threads (other than the primary topic of Lloyd's program) would you like to see woven into the program?**

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## **Power Behind The Sales**

**When your people leave the program, what three concepts/skills/ideas would you like them to have?**

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_



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# THE AUDIENCE

- |                            |                          |
|----------------------------|--------------------------|
| 1. Number in the audience: | Are spouses invited      |
| 2. Male/Female Percentage  | M                      F |
| 3. Average age group?      |                          |

# BACKGROUND

**What separates your high achievers from the others?**

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**What are some of the challenges your organization and your people/members face on a day to day basis?**

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## Power Behind The Sales



**What areas of challenge pose the greatest opportunity for improvement?**

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**What are the most significant events that have occurred, and that have affected, your industry, organization, or group during the past year? (i.e. mergers, downsizing, etc.)**

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**What is the primary product or service that you offer?**

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**What are the two most important benefits you offer to your customers?**

A 

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B 

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## **Power Behind The Sales**

What are 2 or 3 achievements of which your organization is most proud?  
Name five key people in your group that will be at the program.

Name / Telephone #

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_

## LOGISTICAL INFORMATION

Contact at meeting site:

Name:

Title:

Phone:


On site arrival date:

**Are there any pre-meeting engagements (i.e. breakfast or lunch)? If so, where and when are they scheduled:**

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# I COMMIT

- Reduce any DISTRACTIONS
- Watch my excuses to not act.... everyday!
- Demonstrate commitment where I pay, where I play and where I pray...everyday
- Practice my communication skills.... everyday
- Practice handling objections....everyday!
- Track my results based on the commitment I make.... everyday!
- Eat healthy....everyday!
- Get enough sleep....everyday!
- Take quality family time with no distractions....everyday!

I am committed to the above in order to promote personal and business growth, and I understand and agree that if I fail to keep my commitments, my manager, spouse or other significant other will take this into consideration when placing future belief and confidence in me.

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Print your name as it appears on your pay/commission check

Signed: \_\_\_\_\_

Date of commitment: \_\_\_\_\_

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