



## Team

- Do you have dedicated outbound prospectors?
- Do you have more than one dedicated prospector?
- Do you want to build an internal team?
- Are your AEs doing their own prospecting?



## Results

- Do you have a steady prospecting pipeline?
- Do you know which companies you should be targeting?
- Is your messaging getting the results you want?
- Are you generating enough meetings to hit your targets this year?



## Customers

- Do you have your first 10 customers?
- Do you have case studies?
- Are your customers worth more than \$10k?
- Is your annual revenue higher than \$1M?



## Targeting

- Are you targeting US companies?
- Do you have a well-defined niche?
- Is your target market bigger than 1k companies?
- Are you a need-to-have or a nice-to-have?

How should we get in touch with you?

Next Steps