

DISCOVERY WORKSHEET

A customer wants to know more about _____.

She tells you the following information:

A. WHAT MIGHT YOU WANT TO LEARN ABOUT THIS CUSTOMER?

1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

B. WHAT ARE SOME OF THE POTENTIAL MISTAKES YOU MIGHT MAKE?

1.	
2.	
3.	
4.	
5.	

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