

CLIENT interview

Date

Discussion guide

- · What value did Company deliver
 - o To your organization:
 - o To you personally:
- How would you describe what Company does and does not do?
- Would you recommend Company to do for a close colleague or associate what you hired Company to do for you?
- What are the key strengths of those you worked with from Company?
- What other firms do what Company does? How does Company compare with them?
- What is your best advice for Company leaders?
- If you didn't know Company CEO or had not already experienced success with Company, how could they convince you to hire them?



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