

1. Who are your best customers?

2. Who else might buy your product or service?

4. How do your current customers find you?

6. What can you do to improve immediate sales?

8. Who can you partner with to reach more of your target customers?

3. What problem do you solve?

5. What other distribution channels could you use to reach customers?

7. Which software can help you bring in more leads?

9. What are your competitors doing well to find new customers?

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