

## Company and Speaker Discovery Call Conversation Form

Date:

Time:

Company Name:

Speaker Name:

### Discovery Call Agenda

- Introduction
  - Speaker introduces themselves and their company
  - Company representative introduces themselves and their company
  - Speaker asks about the company's goals and challenges
- Qualification
  - Speaker asks about the company's audience and event details
  - Speaker asks about the company's budget
  - Speaker shares their speaking fees and packages
- Positioning
  - Speaker shares their speaking topics and areas of expertise
  - Speaker asks about the company's preferred speaking style and format
  - Speaker shares their speaking samples and testimonials
- Next Steps
  - Speaker and company representative discuss next steps, such as scheduling a follow-up call or booking a speaking engagement

### Questions for the Speaker

- What are your speaking topics and areas of expertise?
- What is your speaking style and format?
- What is your availability for speaking engagements?
- What are your speaking fees and packages?
- Can you provide speaking samples and testimonials?

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### Questions for the Company Representative

- What are your company's goals and challenges?
- What is your audience for the event?
- What are the details of the event (date, time, location, format, etc.)?
- What is your budget for the event?
- What are your preferred speaking style and format?

### Notes

This form can be used as a guide for the discovery call conversation. The speaker and company representative can use it to stay on track and to ensure that all of the important topics are covered. The speaker can also use the notes section to record any key information that they need to remember for future conversations.