

# BATTLE CARD

## Negative Cue-Questions

### Offer the Hypothetical Fix

#### Early Discovery Frustration Finder Question

**Goal:** Understanding the prospect's current pain with current SaaS.

To better understand your needs, could you share any areas where your current setup (\*or replace set-up electively with your SaaS) hasn't met your expectations?



#### Mid Discovery Hypothetical Fix Question

**Goal:** Understanding if the prospect is open to change to new SaaS.

If you could make a change to your current set-up today, what would you focus on enhancing immediately?



#### End Discovery Setback Spotlight Question

**Goal:** Understanding what the prospect wants to have solved with your SaaS.

Before we move forward, could you share any setbacks or challenges you've faced in trying to meet your recent goals with your current set-up?

