Account:

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| **Goals** |
| **Stretch Goal:** |
| **Goal:** |
| **Minimum Acceptable Outcome:** |
| **First three topics of discussion** |
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| **Current personality test questions** |
| Are you ready for … ? |
| **Disarming Authority Statement** |
| We’ve seen many scenarios with … |
| We’ve been able to solve this problem by … |
| I’m not sure if we could help you as significantly, but I’d like to ask a few questions… |
| **Scenario and Outcome Questions** |
| What is your current process of managing visitors? |
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| What are your top 2 – 3 priorities with visitor management? |
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| How many daily visitors do you have on average? |
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| What are the hours that your building accept visitors? |
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| Who is your guard contractor? |
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| How are packages to tenants delivered? |
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| Have your tenants requested this service, or is it a mandate from your corporate office? |
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| How’s business? |
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