

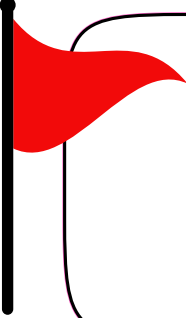
byebyeBYE bad clients



Customer Experience Datapoint Tracker – Sales. Spot red, yellow, and green flags so you can say HECK NO or YES PLEASE with peace.


Instructions:

1. Document the flags you observe within your sales conversation and experiences.
2. Remember: flags tell a story. Patterns > feelings. Learn how to spot them early.
3. Your peace is part of your profit.



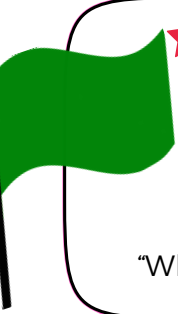
★ the ghost ★ busy busy bee ★ the boundary pusher

Disappears or dodges decisions - It's urgent!" but nothing defined - Rewrites your process before paying



★ the constant 'learner' ★ the overthinker: business 'baby' owner ★ the master delegator (but before it makes sense)

Always learning, rarely launching - Strategy talk > action - Wants to outsource before diagnosis



★ the co-pilot, they trust you ★ clear and curious: they are eager to implement your expertise ★ aligned on budget and timeline

"What do you recommend?" - Shows up, implements, reports back - Budget + timeline make sense

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When you start the get-to-know conversation, use this worksheet to document the flags your prospect reveals.

Instructions

1. Print and keep this by your laptop during discovery/sales conversations.
2. You're looking for flags and patterns. Check the boxes and jot notes based on your prospect's behavior and responses.
3. Observe the subtle clues and mark R / Y / G.

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Question			
Is the decision-maker in the conversation?			
Does their timeline align with your reasonable start window?			
Can they explain why they're hiring you now?			
Do they understand the cost of not moving forward?			
Are you on the same page with budget? No early discount askers - RED FLAG ALERT!			
Have they tried something similar before? What worked / didn't?			
Do they show up on time and respect your time?			
Are they asking for things outside your process/scope?			
Do their expectations match your offer/product?			

Other Notes

Patterns tell the truth. Choose. dont chase.

