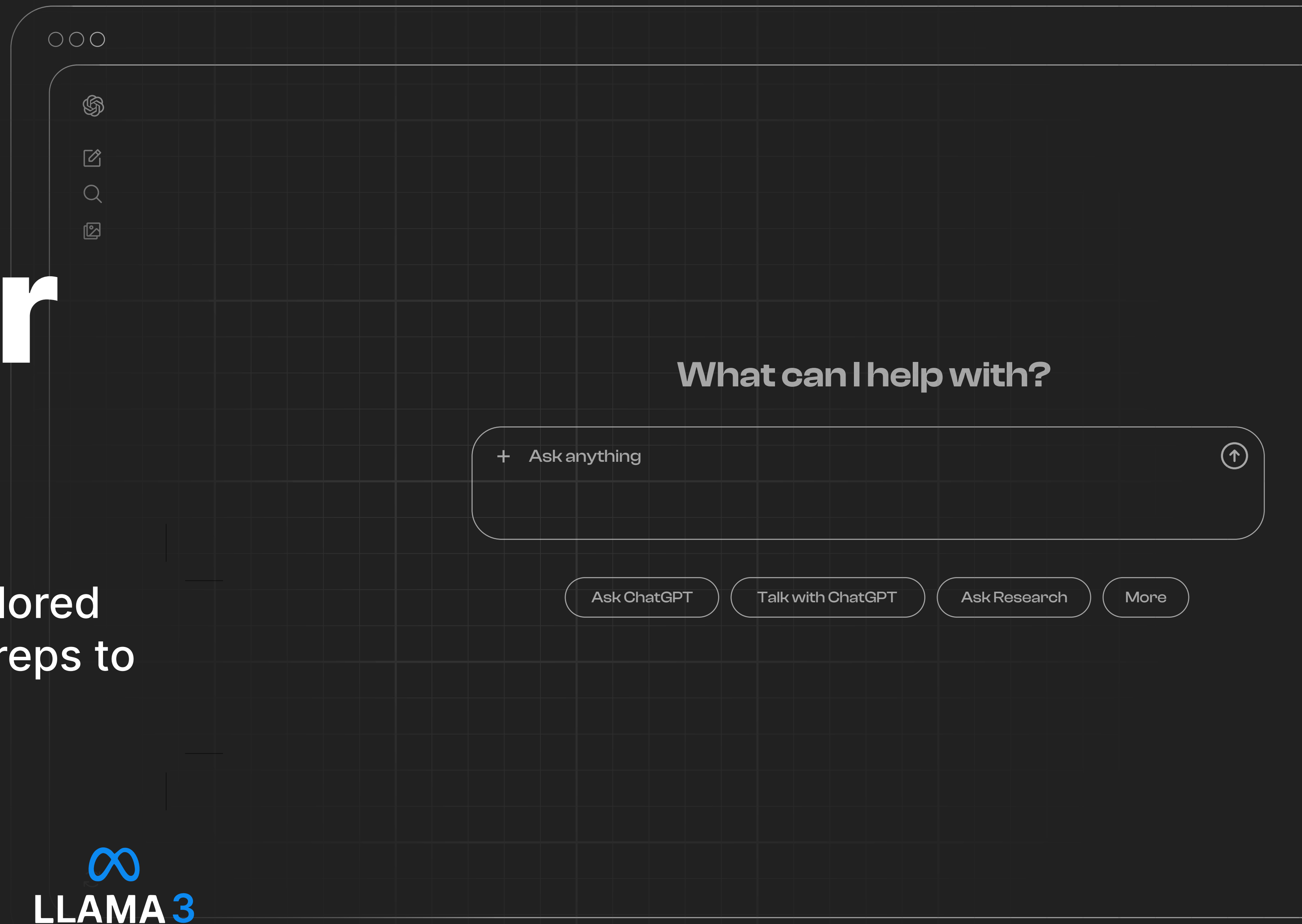




Steal our prompt

Use AI to create incredible, tailored discovery questions for sales reps to use in their meetings.



< The prompt >

Copy and paste this prompt
into your LLM of choice.

PROMPT

I work for [COMPANY NAME], we [WHAT YOU DO AND KEY BENEFIT].
I have an upcoming meeting with [TARGET COMPANY].

****My company website:**** [YOUR COMPANY WEBSITE URL]

****Target company website:**** [TARGET COMPANY WEBSITE URL]

****Additional context:**** [INSERT RECENT NEWS, INDUSTRY CHALLENGES, OR OTHER
RELEVANT CONTEXT YOU HAVE - OPTIONAL]

Generate 5 targeted discovery questions that naturally uncover pain points where our
solution would be most valuable. Make them conversational and consultative, not pushy.

Keep them under 50 words each.

****Quality guidelines:****

- Research their business model, recent initiatives, and industry position before generating questions.
- Connect questions to specific challenges their industry/company size typically faces.
- Reference current market conditions or trends affecting their sector.
- Avoid generic questions that could apply to any company.
- Focus on business outcomes and operational efficiency rather than features.
- Show understanding of their customer base and competitive landscape.



EXAMPLE

Here's an example

I work for **Uneeq**, we have an **AI sales roleplay tool that enables reps to practice and improve their soft sales skills through realistic conversations with digital humans**. I have an upcoming meeting with **HubSpot**.

****My company website:** <https://uneeq.com>**

****Target company website:** <https://hubspot.com>**

****Additional context:** **HubSpot's recent focus on AI-powered sales tools and their emphasis on helping SMBs scale their sales operations effectively****

Generate 5 targeted discovery questions that naturally uncover pain points where our solution would be most valuable. Make them conversational and consultative, not pushy. Keep them under 50 words each.

****Quality Guidelines:****

- Research their business model, recent initiatives, and industry position before generating questions
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- Focus on business outcomes and operational efficiency rather than features
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And here are the discovery questions we created...

1. "With HubSpot's growing list of exciting product features, are there certain types of customer conversations where you wish reps were more consistent?"
2. "You've acquired Frame AI to bring conversational insights into CRM—are reps getting enough practice turning those insights into natural, trust-building sales conversations?"
3. "With your current onboarding processes, what's the hardest part about keeping new reps consistent in how they sell and build trust?"
4. "Scaling SMB sales is core to your mission—what's the biggest struggle in helping new reps develop the confidence and soft skills that clients really respond to?"
5. "When you think about coaching, what parts of sales conversations are toughest for you to actually practice or replicate in training today?"

So feel free to steal our prompt.

**And when you're ready
to practice your new
awesome discovery
questions, we got you!**

UneeQ Sales Trainer is an AI roleplay platform where you practice realistic face-to-face sales meetings. So you can rehearse your burning questions without burning through your pipeline.

Learn more and request a demo below.

Let's go



Smith

ing time: Sales Trainer

