



AllProWebTools Product Demonstrator Test 1

Full Name: _____

Date: _____

Please watch the video at: www.AllProWebTools.com/Training1 and answer all of the questions below to the best of your ability on a separate word doc. Type out your answers below each question.

All of the answers can be found in the video, but may not be presented with the exact wording found here. You may need to do some interpretation to provide an answer.

1. When was AllProWebTools founded?
2. Why was AllProWebTools created?
3. What is AllProWebTools?
4. Why does AllProWebTools have so many features?
5. What is the biggest challenge for the AllProWebTools company?
6. How does AllProWebTools help Small Business Owners?
7. Where do leads come from?
8. What is your job when you receive a lead?
9. Explain how a demo is performed?
10. Does AllProWebTools recommend "hard selling"?
11. Does AllProWebTools recommend "cold calling"?
12. What does CRM stand for?
13. What does a CRM do?
14. Should you only help people who need AllProWebTools?
15. How can you help Small Business Owners when they do not need AllProWebTools?
16. What should you talk about on your first call to a Small Business Owner?
17. What is Business Networking?
18. What do Small Business Owners like to talk about the most?
19. What are some example questions that you can ask on the first call to a Small Business Owner?
20. What are some examples of "Pain Points"?
21. What are you supposed to do once you have a list of "Pain Points"?
22. What should the first 15 minutes of the first call be about?
23. What should happen after the first 15 minutes?
24. What should you do if a Small Business Owner asks you about your business within the first 10 minutes?
25. What should you say when the Small Business Owner asks you to explain your business (after 15 minutes have passed)?
26. List all the steps that you should take the Small Business Owner through to explain what AllProWebTools is.
27. How can you tell if someone is interested in AllProWebTools?
28. How can you tell if someone is NOT interested in AllProWebTools?

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29. What should you do if someone is NOT interested in AllProWebTools and how should you treat them?
30. What types of things does Shantel talk about when calls just get started?
31. Give 5 examples of things that you can talk about at the VERY BEGINNING of a call:
 - a.
 - b.
 - c.
 - d.
 - e.
32. What should you do if the person you are talking to has a dog or a cat or a child?
33. Why is starting a screenshare better than just staying on the phone?
34. What sets AllProWebTools apart from it's competitors?
35. What does CRM stand for?
36. How can a customer get support when they need help?
37. What is the cost if a customer needs to purchase an additional 120 minutes of Support time?
38. What is the most interesting part of this job for you?
39. What do you think you will be best at and why?
40. What part of this job do you think will be the most challenging for you? What do you think will help you to overcome this challenge?

End of first training

Questions for 2nd Training Video

41. How does the pricing of AllProWebTools work?
42. Are there cancellation fees?
43. What is the average price per month that most Small Business Owners pay for AllProWebTools?
44. How should you approach Networking Events?
45. What is a common result when you call someone who gave you their business card?
46. What is the value in connecting people that you meet with others that you have met?
47. Why would you bend business cards?
48. How does Elizabeth start the Demo?
49. What type of information is stored in the CRM?
50. What is the purpose of the "Workflow Timeline"?
51. How do the "notes" get entered?
52. What is the benefit of sending an email from AllProWebTools?
53. What is the "Introduce" button for?
54. What did Elizabeth do well in her Demo?
55. What is the web address of the Demo?

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56. What is the login and password to get into the Demo?
57. How do you create a new customer record?
58. How can you learn about the AllProWebTools features?
59. What if you are talking to someone and they ask a question that you don't know the answer to?
60. How many sub-accounts are needed before someone can become an "AllPro Expert"?
61. What are "tags" used for?
62. Explain how the tasking system works.
63. Is it ok if the demo lasts longer than 15 minutes?
64. Is it better to talk and talk when doing a demo, or to let the lead talk?
65. How long should you talk when you initially show the demo to the lead?
66. How can you use "Internet ADHD" to your advantage?
67. Who should be logged into the demo? You or the lead?
68. While you are in training and doing a demo, how are you going to get the answers to questions that the lead asks you that you do not know?
 - a. How is this going to help you learn?
69. What is another way you can learn about the features?
- 70.

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