

MAN and WOMAN on the Street!

The questions below are focused on getting to know each PEA member better – We know that the better we know someone, the more comfortable we are making referrals to them.

Potential Questions – The interviewer can select any question for any audience member:

1. What makes you do what you do? And why did you get into the business you are in?
2. It's near Thanksgiving... for what are you most grateful for this year?
3. "Pivoting" seems to be the new buzz word. Due to COVID is there anything you are doing differently or any new services you are offering?
4. What was your first job?
5. Lots of people are retiring and/or moving away. If you could live anywhere in the world where would it be?
6. What was the worst job you ever had in your career?
7. What made you decide to go into business for yourself? (have to pick someone that owns their own business for this one)
8. Tell the group something we don't know about you? (a hobby, or that you slept with Marilyn Monroe back in the day etc)
9. What is something you do in your business that people may not remember when they think of you?
10. Does your job enable you to work from home or are you going to client sites and or into the office right now - where can we find you most days?
11. How are you adjusting your 2021 business plans in light of COVID?
12. What can PEA members do to support you and your business during these difficult times?
13. Is there anything you started doing in your business during COVID that you plan to carry forward in your business post-COVID (something positive in your business practices that has come out of this pandemic)?
14. 2020 is nearly over – any regrets?
15. Go back and do it all different this year, what's the first thing you would do differently.
16. What has been your biggest challenge during the COVID pandemic?

17. What is most important to you about your biz today?

18. I'm thinking about starting my own company next week. Please provide me with some advice as I start out?
19. What is something your business is looking forward to in 2021.
20. Name one recent success or win your business has gained/experience.
21. When was the last time PEA ever was a resource for your business needs? What did that happen to be?

END