

20 Questions for Behaviorally Smart Wholesalers

In our Wholesaler Masterminds Radio episode [*Are You A Behaviorally Smart Wholesaler?*](#) Peggy Mengel referenced the following questions:

- Tell me about when you have successfully collaborated with others?
- What have you done in the past when you have had a difficult conversation?
- How do you gather new information?
- Help me understand the conversations that you enjoy having.
- What is your need for fast action and results?
- How much detail do you need to make decisions?
- What type of research do you prefer to perform before making a decision?
- Explain about a situation when your expectations were not managed?
- What motivates you?
- How would you define success?
- Tell me about how you approached a new opportunity that was presented?
- What are you passionate about?
- In what situations do you feel overwhelmed?
- What will you value from our relationship?
- How will you measure our relationship?
- Tell me about the results you have achieved from taking initiative with new ideas.
- Tell me how you go about dealing with problems.
- How important is it for you to achieve goals that you have committed to?
- In what ways have you got in the way of your own success?
- What's the one thing I could do to help you be more successful?

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