

IDEAL BUYER QUESTIONNAIRE



What size of company is a good fit, or not a good fit for your product?	
How do you define company size? Number of employees, revenue, customers or another metric?	
Which industry verticals are ideal and not ideal?	
What use cases are ideal or not ideal for buyers of your product?	
Which geographic locations are ideal or not ideal for your product?	
Are companies that sell to businesses better than companies that sell to consumers?	

NOTES: