

Lead Qualifying Sheet

It's critical to utilize your time effectively for your search project to result in a successful placement. By applying the BANT acronym to your search process, you're able to narrow down your opportunities and save time by focusing only on those that are practicable to pursue.

Budget

- Does the contact have the budget to hire you?
- How is money budgeted for this particular matter?
- How does their current solution impact them financially?

Authority

- Who are the primary decision makers?
- Does the contact have the authority to hire you?
- If they don't have authority then what influence do they have in the decision making process?

Need

- Does the contact have a need you can meet?
- Are they currently looking at other solutions?
- How much value does your solution provide them in comparison to their current solution?

Time

- When is the contact looking to make a decision?
- Do they have any time constraints?
- How long have they been looking for a solution?

