

1. Is PME (Professional Maintenance Engineer) more your title or more your function? Explain.
2. Is Engineered Maintenance (PME) a competitive advantage selling maintenance? Explain.
3. How were your selling experiences before becoming a PME?
4. Did you sell more effectively as a salesperson or now as a PME?
5. Describe the factors that go into selling as a salesperson and as a PME?
6. Share your last year's key sales as a PME. Why did you make the sale?
7. How do you address competitive companies using sales?
8. What are your primary strategies and tool for functioning as a PME with your clients?
9. You mentioned providing Previews for clients before they buy? Why?
10. You mentioned an Information Exchange before the Previews. Why?
11. What are the challenges of moving from sales to engineering maintenance as a PME?
12. What are realistic learning curves, in terms of challenges and timeframe.
13. How do you get management/ownership to support you as a PME? Bottom-line.
14. Is it worth it to advance from sales to engineering? Honestly, what's the cost, your investment, your time? What is it's return?
15. Do you recommend salespeople explore becoming a PME by attending the number of Zoom **PME Weeklys** to make an informed decision?