**HIGH VALUE CLIENTS**

In your past experience, when have you exhibited the behaviors of high value clients?

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What are the reasons that you didn’t care about price?

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What are the reasons that you were easy to deal with (as a customer/client)?

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What are the reasons that you went back with the same service/product?

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Do you think clients have the same reasons as you?

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Share your own experience with a high value client:  
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