



- Provide ChatGPT with current company case studies and prompt: “Based on these case studies, identify look-alike companies that align with the industries, size, and challenges match on industry, company size, and the challenges addressed by **[your company]**’s solutions.”
- “Research **[Company]** and summarize their business model, target customers, and current priorities. Highlight any recent news or trends that could create a sales opportunity for **[our solution]**.”
- “Has **[Company Name]** or **[CEO Name]** been in the news recently? If so, summarize the context, the key message, and any business implications that may be relevant for **[your service/solution]** conversations.”
- “What emerging trends are influencing how **[industry]** companies approach **[your service/solution]** in 2026?”
- “Create a short, personalized outreach email to **[Job Title]** at **[Company]** that references **[a recent news item you found, a relevant industry trend, a look-alike case study]** and invites a brief conversation about their priorities.”
- “What performance metrics or outcomes is a **[Job Title]** typically accountable for in a growing **[industry]** company?”
- Provide notes, call transcripts (Otter/Fireflies) or research and then prompt: “Based on this prospect background, summarize likely priorities and risks I should explore during discovery.”
- “Create 8–10 discovery questions for a first call with a **[Job Title]** at **[company]**, focused on **[business area or challenge]**.”
- Provide notes or call transcripts (Otter/Fireflies) and then prompt: “Help me translate these discovery notes into a clear problem statement and success criteria.”
- Provide buyer concern/email and prompt: “Draft a follow-up email that acknowledges pricing concerns while reinforcing value and proposing a path forward.”
- Provide buyer concern/email and prompt: “Reframe this buyer concern in a way that aligns with their stated priorities and keeps the deal moving.”
- “Draft an executive summary for a proposal to **[company]** that ties our solution to their stated goals of **[goal 1, goal 2]**.”
- Draft a 2–3 sentence LinkedIn message or voicemail script that references **[industry trend or performance metric]** and offers a relevant insight from **[your company]**’s experience.”