

Lead Qualification Framework

Consulting & Professional Services

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Chase only the right opportunities — qualification criteria (fit, budget, authority, need, timeline), a scoring approach, discovery questions and red flags for when to decline. Fill in your details below.

Purpose of this tool & output

Chase the right opportunities

How the output is used

Use the framework to chase the right opportunities and to say no to poor-fit leads early.

Important cautions

AI-generated framework; adapt to your services and pipeline.

Companion documents

- Consulting Proposal Writer
- Statement of Work (SOW) Builder
- Pitch Deck Builder
- Capability / Credentials Deck
- RFP Response Builder
- Case Study Writer

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.