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### QUESTIONS TO ASK WHEN BOOKING A TEAM BUILDING COMPANY

- 1 WHAT INFORMATION DO I NEED** to give you about the group and the context of the event? This will allow the team building company to confidently suggest an activity that will exceed your expectations. When you are presented with the options, don't be afraid to push the team out of their comfort zone in the right manner.
- 2 IS THE ACTIVITY SAFE FOR MY GROUP?** Ask specifically about accidents or injuries, and don't forget to ask for their insurance and emergency procedures documents.
- 3 WHICH OTHER SIMILAR COMPANIES** have done this recently for a similar sized group? This often answers the question: "Have you done this before?"
- 4 CAN I GET A LIST OF ALL THE CLIENTS** you have worked with in the past 30 days? This is much better than allowing a provider to give you handpicked friendly referees.
- 5 WHAT IS YOUR BACK-UP PLAN?** Weather can play havoc on an outdoor team building activity, so know that your supplier is flexible with potential solutions.
- 6 WHY SHOULD I USE YOUR COMPANY** and not any other? Look for genuine and compelling unique selling points.

