

SALES CALL PLAN – A WINNING PROCESS

WHAT ARE THE TOP THREE GOALS OF THIS CALL? 1	_
2	
WHAT THREE OBJECTIONS DO I ANTICIPATE? 1 2 3 WHAT ARE THE THREE QUESTIONS I DO NOT WANT TO BE ASKED? 1	
WHAT THREE OBJECTIONS DO I ANTICIPATE? 1	
1	
2	
3	
WHAT ARE THE THREE QUESTIONS I DO NOT WANT TO BE ASKED? 1.	_
1	
2	
3	
WHAT ARE THE THREE BEST QUESTIONS I CAN ASK AT THIS MEETIN	<i>'G</i> ?
1	
2	
3	
WHAT QUESTION IS MOST LIKELY TO MOTIVATE THEM TO ACT?	
I	
QUALIFYING SCORE?	
CULTURE C OMPETITION [] MONEY AUTHORITY [] GOALS NEEDS [] ENCOURAGE OBJECTIONS [] TIMESCALES [] SIZE [] SOLUTION [] WHAT IS/ARE THE NEXTACTION(S) AGREED WITH THE PROSPECT? 1	
2	

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