

# SALES SUCCESS WORKSHEET

## HOW TO EFFECTIVELY PREPARE FOR THE APPOINTMENT

I listened to *“How to Effectively Prepare for the Appointment.”*

- What do you think is the best reason for thorough pre-call planning?

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- How can pre-call planning help you stay in control of the recruiting process?

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- Have you had an experience when you said the wrong thing to a lead or applicant and knew it right away? Describe.

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How can you prevent yourself from making this type of mistake again in the future?

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- Which of the resources mentioned during this audio will you use better in the future for pre-call planning?

1. 

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2. 

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3. 

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- Bring this worksheet to the next training meeting and be prepared to discuss your answers.