

SALES SUCCESS WORKSHEET

PRE-CALL PLANNING IN A NUTSHELL

I listened to “Pre-Call Planning in a Nutshell.”

- What are the three questions you should ask yourself before each sales interview?

1. _____
2. _____
3. _____

- What is the date of your next appointment?

With Whom?

- What are the answers to each of the three questions for this lead or applicant?

1. _____

2. _____

3. _____

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