

# SALES SUCCESS WORKSHEET

## PLANNING & SCHEDULING: WHAT'S THE DIFFERENCE?

I listened to *"Planning & Scheduling: What's the Difference?"*

- What does this audio have to do with pre-call planning?

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- What problems do you have with planning and scheduling? (Time allocation? Organization?)

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- Choose one lead or applicant:

Name:

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- Develop a plan for this person.

What is your objective?

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By when?

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What do you need to make your plan work?

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What is your SCHEDULE for engaging this person?

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