

PROSPECTING SHEET

CLIENT INFORMATION

Send Media Kit

Company Name:	Type of Business:		
Company Address:			
City:	State:	Zip:	Phone No.:
Contact:	Title:		
Decision Maker:			

GOALS OF THE CALL

GOALS OF THE CUSTOMER

WAYS TO HELP CUSTOMER FULFILL GOALS

OBJECTIONS OF CUSTOMER

RESPONSES TO OBJECTIONS

WAYS TO ENSURE CUSTOMER SATISFACTION
