

7 Ways to Close More Sales With Confidence Appointment Worksheet

NOTE: Record all your meetings if appropriate strictly for your own notes and to evaluate your progress!

Company Name _____ Website _____

Contact _____ Phone No. _____

Email _____ Best Way to Reach _____

Social Media Platforms Used FB Twitter Instagram LinkedIn Periscope BLAB

OTHER _____ OTHER _____

PROBLEM(S): _____

POTENTIAL SOLUTION(S): _____

HOW CAN I HELP THIS BECOME A NEED?: _____

QUESTIONS TO ASK: _____

THE GAP (1-10) _____ OBJECTIONS _____

NOTES: _____

FOLLOW UP SCHEDULED _____ TYPE OF ACTION (Call, Appt, etc.) _____

TO DO _____

Have you Scheduled your COMPLIMENTARY 20 Minute Coaching Call?