

Prospecting Sheet

Send Media Kit

Client Information

Company Name:	Type of Business:		
Company Address:			
City:	State:	ZIP:	Phone:
Contact:		Title:	
Decision-Maker:			

Goals of the Call

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Goals of the Customer

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Ways to Help Customer Fulfill Goals

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Objections of Customer

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Responses to Objections

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Ways to Ensure Customer Satisfaction

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