

Prospecting Checklist and Results

1. Team
 - Create prospecting teams that 'swap' deleted leads between them and create competition

2. Script
 - Create and distribute a script format – people need words

3. Objectives
 - Publish the project aims
 - 10 appointments
 - Create a prize culture

4. Database – Complete the results sheet below

5. Time Management
 - Allocate specific time for the calls

6. GO!!
 - Make the calls – Relentlessly

Prospecting and Results Sheet

Customer	Contact No's	Sales person	Model	Date	Next Action	Code R-Recycle K-Kill lead O-Future contact	N A Date
Mr Pursell	H. 01234 567890 M. 07811 234566	NP	TT	01/01/09	Mail only, call January	O	01/01/10

We can track appointments, show ups and deals to add value.