

# 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
