

## 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	18/03/10	Mail only, call May	O	15/05/10

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