

Sales Call Planner

Organization:	Date:		
Contact:	Influence Role <input type="checkbox"/> User Buyer <input type="checkbox"/> Economic Buyer <input type="checkbox"/> Technical Buyer <input type="checkbox"/> Coach		
Call Objective (SMART)			
		Solutions to Explore:	Payoff for Organization:
			Payoff for contact:
		Possible Resistance:	Agreed to Next Step:
		There is Always A Better Way	

Sales Call Planner

Organization:	Background to Explore and Confirm:	
Contact:		
Call Objective (SMART)	Business Issues/Challenges to Explore:	
	Solutions to Explore:	Payoff for Organization:
		Payoff for contact:
	Possible Resistance:	Agreed to Next Step:
There is Always A Better Way		