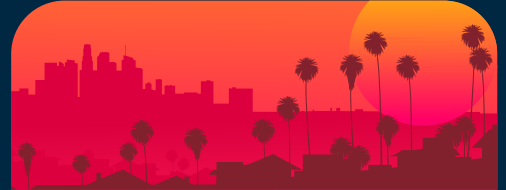


PROSPECTING PARTNER DAYS CALL TRACKING SHEET



Keep track of your calls and progress throughout prospecting days by downloading and printing this document.

LEAD INFORMATION:

Name: _____
Company: _____
Position: _____
Contact Details: _____

CALL DETAILS:

Date & Time: _____
Outcome of the Call: _____
Successful: ☐ Yes ☐ No
Call Back Scheduled: _____
Follow-Up Email Sent: ☐ Yes ☐ No

VALUE PROPOSITION:

Name: _____
Company: _____
Position: _____

CLOSING:

Schedule Follow-Up Call: ☐ Yes ☐ No
Date & Time: _____
Send Follow-Up Email: ☐ Yes ☐ No
Include: [Relevant documents/product brochures] ☐ Yes ☐ No
Update CRM with Call Details: ☐ Yes ☐ No

PROSPECTING PARTNER DAYS

OBJECTION HANDLING

Objection: **“Too Expensive”**

RESPONSE:

“I understand budget concerns. What if we start with a smaller package to fit your current budget?”

“Many of our clients initially had the same concern, but they found that the return on investment made it worthwhile.

Could we discuss the specific value and savings [Product/Service] can bring to your company?”

Objection: **“Need More Time”**

RESPONSE:

“I understand you need time to make a decision.

What specific information can I provide to help you feel more comfortable?”

“Would it be helpful if we scheduled a follow-up call to go over any details you’re uncertain about?”

Objection: **“Already Using a Competitor”**

RESPONSE:

“What do you like about your current solution, and where do you see room for improvement?”

“We often work with clients who were using similar products but found that [specific feature or benefit] of our solution made a significant difference.

Would you be open to exploring how we can complement your current setup?”