Prospecting Sheet

(Have this sheet in front of you when you do your prospecting)

Call topic:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Question regarding topic (after intro):

**Bullet points about the topic**: (Details, stats, benefit to them if they use it, success stories, facts, %, etc.)

1.

2.

3.

4.

5.

**Objection Questions: *\*Be a Curious George!* Rebuttals:**

1. 1.

2. 2.

3. 3.

4. 4.

5. 5.

**CLOSE THEM!** Book your appointment. Throw out dates that work for you. You are in control! Show them what you are made of!!! Let’s go!!!!!!!!!!!!!!!!