

PRECISE Call Sheet

Date: _____
Company: _____
Address: _____
Contact: _____
Call Objective _____

New/ Existing: _____
Department: _____
City/Zip: _____
Phone #: _____

1) **P**reparation _____

- 2) **R**espect and Trust
- "Thank you for your time." _____ ○

 - "I know you are in a hurry. I will save you time by asking some quick questions." _____ ○

- 3) **E**ngage with Questions and Curiosity
- *Cold Prospect*
 - "Would you be interested in hearing how we can _____?" ○
 - *Warm Prospect*
 - "What got you interested?" _____ ○
 - "Have you already decided on the need for a product like this?" _____ ○

 - **C**urrently using _____ ○
 - **L**ooked at newest technology _____ ○
 - **E**ffective _____ ○
 - **A**lter _____ ○
 - **R**esponsible _____ ○

- 4) **C**onvey Solution
BULLETS _____ ○
_____ ○
_____ ○
_____ ○
_____ ○

- 5) **I**ndecision
- Stop _____
 - Hear _____
 - Ask _____
 - Respond _____
 - Pack It _____

6) **S**ecure Agreement & Advance _____

7) **E**xplore _____
