**PROSPECTIVE CUSTOMERS**

***SEND MEDIA KIT YES: NO:***

|  |
| --- |
| CLIENT INFORMATION :  [YOUR COMPANY NAME] BUSINESS TYPE:  Company Address: Province: Postal code:    Contact No. Title:  Decision Maker : |
| GOALS OF THE CALL : |
| GOALS OF THE CUSTOMER : |
| WAYS TO MAKE CUSTOMER fulfil GOALS : |
| RESPONSES TO OBJECTIONS : |
| WAYS TO ENSURE CUSTOMER SATISFACTION : |