

PRECISE Call Sheet
(Notes During Call)

Date: _____
Company: _____
Address: _____
Contact: _____

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

Call Objective _____

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 other solutions/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 _____

Notes _____

PRECISE Call Sheet
(Post Call Evaluation)

Date: _____
Company: _____
Address: _____
Contact: _____

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

Call Objective _____

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 other solutions/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 _____

Things I learned: _____
