

Added to Contact Data Base

Visited Web Site

RELATIONSHIP DEVELOPMENT WORKSHEET®

Contact Name: _____ Phone: _____

Qualifications: _____

Company: _____ Source: _____ Thanked

Secretary/Assistant: _____ Email: _____

Team Target Team Members: _____

Spouse/Significant Other: _____

Children: _____

Mutual Contacts: _____ Potential Introductions: _____

Organizations: _____ Publications _____

Hobbies/Interests: _____ Needs: _____

Market Research: _____

THE SELLING PROCESS: Meet Build Trust Clarify Needs Get Approved Close

POTENTIAL VALUE-IN-ADVANCE: Educate; Entertain; Introduce; Inspire; Provide Leadership; Offer Free Services

Date	Notes	Next Step	"Do" Date
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____



Marketing ■ Management ■ Leadership ■ Team Building ■ Conflict Resolution ■ Public Speaking

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