

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
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

