



# Post-Call Debrief

**Directions:** Answer the following questions with yes or no to rate your progress with your current prospect.

Prospect Name _____	Date _____
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Number	Yes	No	Pipeline Question
1.			I met with the final decision maker
2.			Decision promised upon delivery of quote/proposal/presentation
3.			They have personal severe mental anguish
4.			I have an agreed-to budget
5.			They are committed to changing the current relationship
6.			Nothing can go wrong
7.			I have a solution based on their specific needs and problems
8.			They are willing to pay more to solve the problems
9.			This is <b>not</b> a price based sale
10.			The timing is within our normal sales cycle
11.			I have sent the “as we agreed to” letter (AWATL)
12.			I made my follow-up call to the AWATL
			<b>Total Score</b>

	Review
<b>Profile Fit Because...</b>	
<b>Notes</b>	
<b>Next Steps</b>	
<b>Next Steps</b>	