**Uninterrupted Sales Process Checklist**

Have we made them aware of ScoutSheet? Yes  No 

Did we ask and record in Hubspot how they heard about us? Yes  No 

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Do they meet our qualifying criteria (B2B, Sales, Outbound, Visible Targets)? Yes  No 

Did we ask and record the magic questions (what they are looking for and why)? Yes  No 

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Have we directed them to the website? Yes  No 

Have we directed them to the promotional video? Yes  No 

Have they signed up for a free trial? Yes  No 

Have we followed up with them after the free trial? Yes  No 

Have we instilled a sense of urgency in them? Yes  No 

Have we sent them our guarantee and link to FAQ and knowledge base? Yes  No 

Have we shown them how to signup and pay? Yes  No 

Have they signed up to pay? Yes  No 

Have we followed up with them to show them knowledge base and support? Yes  No 

Have they indicated initial success? Yes  No 

Have they given us an NPS score? Yes  No 

Notes:

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