

Prospect Profile Sheet



GANO EXCEL™ | NORTH AMERICA
Enriching Your Life, Every Day

NAME OF POTENTIAL BUSINESS BUILDER

PHONE: (_____) _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

SPOUSE NAME: _____

If Married: Teamwork: (*Circle One*): *Good* *Bad*

Health Challenges (*self, spouse, children, family*):

Achievement (s): _____

Biggest Obstacle: _____

Fears: _____

Hot Buttons: _____

Fast Facts: _____

Strategy: _____

INITIAL CONTACT Date: _____ Time: _____

FOLLOW-UP (1) Date: _____ Time: _____

FOLLOW-UP (2) Date: _____ Time: _____

MATERIALS SENT Date: _____

CONTACT INFORMATION

Home# _____

Work# _____

Fax# _____

Best Time to Call: _____

E-mail: _____

STRENGTHS (*Rate from 1-10*)

____ People Skill	____ Business Savvy
____ Ambitions	____ Management Skills
____ Credibility	____ Entrepreneur
____ Existing Network	____ Self-Starter
____ Hard Working	____ Organized
____ Health Challenges	____ Recruiter
____ Weight Problems	____ Motivator
____ Sports Network	____ High Achiever
____ Sales Experience	____ International Network
____ Teaching Experience	____ MLM Experience
____ Coaching Experience	____ Financial Strength

APPROACH (*Circle One*):

Business

Health

Service/Help

PERSONALITY (*Circle One*):

Analytic

"Driver"

Expressive/Friendly

CAREER

Enjoys Career on 1-10 scale _____

Length of Time at Career _____

NOTES

