

Started at:_____ Ended at:_____ Date:_____

☐Family ☐Individual ☐Kids

Presentation Type:☐Ref ☐HC ☐POS ☐List ☐CS ☐Globe ☐Other

What is important to them? _____

Referrals Collected:_____ Live Referrals:_____

Did you text them? ☐Yes ☐No How many booked? _____

What was their hourly income?_____

Did you show a full 2 hours? ☐Yes ☐No Initial offer? \$_____

What was in the program?☐WL ☐10RC ☐A71 ☐ADB ☐CNM ☐C20

Did you ask a close question? ☐Yes ☐No

Outcome:☐Sale ☐Can't Afford ☐Doesn't Need ☐Auto Decline

Why did they buy? _____

How did you handle their objections? _____

How many times did you reduce down? ☐0 ☐1 ☐2 ☐3 ☐4 ☐5

How many close questions did you ask? ☐0 ☐1 ☐2 ☐3 ☐4 ☐5

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What did you learn? _____
