

Module 5: Mastering the Discovery Call - Action Worksheet

Name: __ Date: __

Part 1: SPIN Questions

Situation Questions: 1. ____ 2. ____ 3. ____

Problem Questions: 1. ____ 2. ____ 3. ____

Implication Questions: 1. ____ 2. ____ 3. ____

Need-Payoff Questions: 1. ____ 2. ____ 3. ____

Part 2: Discovery Call Structure

Opening (2 min): My opening statement: ____

Rapport Building (3 min): Topics I'll use: ____

Questioning (15 min): Question sequence: ____

Summary (5 min): How I'll summarize: ____

Part 3: Practice Log

Record 3 discovery calls this week:

Call 1: - Prospect: ____ - **Key insights:** ____ - Next steps: ____

Call 2: - Prospect: ____ - **Key insights:** ____ - Next steps: ____

Call 3: - Prospect: ____ - **Key insights:** ____ - Next steps: ____

Commitment: I will ask before I tell.

Signature: __ ***Date:*** __