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New Excel NCL

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Hello Guys

With aim to improve production and sales planning for future events,

We will be changing to new Excel NCL by COB (Close of Business) today and start following below objective immediately

Your phone call will have 02 objectives:

1. Create interests
2. Identify and research information to support for sales planning

So **In the first follow up phone call, after following up about event content, salesperson will ask following questions to update daily NCL?**

Thank you very much for your time, I would like to just take 01 more minutes to understand more your need to serve you better in future.

- When is the good time for you to attend training?
- What topics are you interested into the most?
- Where is location of training you are interested into?
- How much is your training budget?
- When is your budget month?

Notice

1. There is new NCL uploaded inside your sales folder
2. The new sections are

Budget Month

to answer " When is your budget month?"

GoodTrainingMonth

"When is the good time for you to attend training?"

Topics interested

"What topics are you interested into the most?"

Location interested

"Where is location of training you are interested into?"

TrainingBudget(USD)

"How much is your training budget?"

Remarks other info

to put in other info clients want to share.

Kind Rgds.

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"Global Thinking, Local Action - Roberto Goizueta"