

Strategic Call Plan

Professional Sales Planning Tool

Supporting Healthcare Representatives

1. Target Client

test

2. Social Style Strategy

Style: Driving

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3. SPIN Selling Plan

[S] Situation - Context Questions:

N/A

[P] Problem - Pain Point Questions:

N/A

[I] Implication - Impact Questions:

N/A

[N] Need-Payoff - Solution Questions:

N/A

4. Storytelling & Objection

Handling

Storytelling to Use:

N/A

Expected Objections:

N/A

Response Strategy (Feel-Felt-Found):

N/A

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