

Conceptual Selling- Sales Call Plan

Account Name _____	Account Type _____	Product Name _____
Address _____	Phone Number _____	Website _____
City _____	State _____	Zip Code _____

Selling Objectives

Primary Selling Objective

High Item _____

Priority _____

Value _____

Get into the account by _____

Research the product before _____

Get the client's name _____

Company _____

Selling Information

My focus through the phone _____

Product _____

Value of _____

Selling Information

Product

- 1. What is the product?
- 2. What are the features?
- 3. What are the benefits?

Value

- 1. What is the value?

Benefits

- 1. What are the benefits?
- 2. What are the features?
- 3. What are the benefits?
- 4. What are the features?
- 5. What are the benefits?

Value

- 1. What is the value?
- 2. What are the features?
- 3. What are the benefits?

Value

- 1. What is the value?
- 2. What are the features?
- 3. What are the benefits?

Value

- 1. What is the value?
- 2. What are the features?
- 3. What are the benefits?

Selling Commitment

Product

- 1. What is the product?
- 2. What are the features?
- 3. What are the benefits?

Value

- 1. What is the value?
- 2. What are the features?
- 3. What are the benefits?

Value

- 1. What is the value?
- 2. What are the features?
- 3. What are the benefits?

Benefits

- 1. What are the benefits?
- 2. What are the features?
- 3. What are the benefits?
- 4. What are the features?
- 5. What are the benefits?

Value

- 1. What is the value?
- 2. What are the features?
- 3. What are the benefits?

Miller Heiman Green Sheet Example

WJ Hussar



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