

Conceptual Selling- Sales Call Plan

Account Name _____	Account Type _____	Company Name _____
Address _____	Product/Service _____	Representative _____
Phone _____	Phone Number _____	Phone Number _____

Selling Objectives

Primary Selling Objective _____

High Item _____

Low Item/Concerns _____

Account Strengths _____

Weak Account Factors _____

Comments _____

Selling Information

By Name Through or Direct _____

Selling Information

Product

- 1. How does it work?
- 2. How does it compare?
- 3. How does it help you?

Price

- 1. How much does it cost?

Benefits

- 1. How is it better than the competition?
- 2. How does it help you?
- 3. How does it compare?
- 4. How does it help you?

Value

- 1. How does it compare to the competition?
- 2. How does it help you?

Risk

- 1. How does it compare to the competition?
- 2. How does it help you?
- 3. How does it compare?

Value

- 1. How does it compare to the competition?
- 2. How does it help you?

Selling Commitment

Product

- 1. How does it work?
- 2. How does it compare?
- 3. How does it help you?

Price

- 1. How much does it cost?

Benefits

- 1. How is it better than the competition?
- 2. How does it help you?
- 3. How does it compare?
- 4. How does it help you?

Value

- 1. How does it compare to the competition?
- 2. How does it help you?
- 3. How does it compare?

Value

- 1. How does it compare to the competition?
- 2. How does it help you?

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L Darling-Hammond



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