

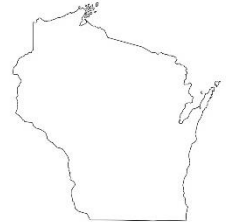
What are 5 things you can do with The Chart besides filing it?

1. _____
2. _____
3. _____
4. _____
5. _____

What do you mean "great meeting?"

- "Hot prospect"
- "Really interested?"

Engagement Metrics: The number of prospects who have you on _____
_____ for a next step is the leading indicator of sales success.



Hooked on Hopium: The 225-mile sales call story.

The "Magic Question" Are you willing to work with me on a _____
_____?

Important distinction: _____ will put you on their
calendars for a next step. _____ will let (or
make) you chase them down.

How many *real prospects* do you have in your sales pipeline?

IDEA: A good question to ask at the beginning of many meetings: What would have to
happen in the next _____ minutes for you to say this was a _____
_____?

What do you mean "sales calls?"

Quit Making _____

- Start making and _____ your _____
_____ (SSCs).

Performing Sales Pipeline Angioplasty

REALITY CHECK: Sales Pipelines are Clogged with Dead and Dying Deals

- _____% of deals don't close when they are projected to close
- _____% of projected deals don't close at all
- _____% go to a competitor
- _____% go to _____