

Sales Tracking Spreadsheet															
#	Date	1.Discovery Interview	2.Prospect Interview	3.Relationship Agreement	Rapport 3/2 x 100 = %	4.Needs Assessment	Sales Pres 4/2 x 100 = %	5.Objections	6.Follow-up	Effectiveness 6/2 x 100 = %	7.Sales Contracts	Conversion 7/2 x 100 = %	8.Add Ons	Total Revenue	Revenue per Contract
1															
2															
3															
4															
5															
6															
7															
8															
9															
10															
	Total														