

THE ONE-PAGE SALES PLANNER

- This week, I will help more people more.
- My customers deserve more my great value!

Name:
Date Range:

Code	Action
Call	Proactive Call
PTS	Pivot to the Sale (Ask for the Business)
DYK	Did You Know Question
rDYK	Reserve Did You Know Question
Q F/U	Quote or Proposal Follow-Up
% Biz	% of Business Question
Ref	Ask for a Referral
Comm T	Communicate a Testimonial Proactively
HWN	Hand-Written Note
PDC	Post Delivery Call

This Week's Pivots To The Sale

Day	Proactivity Tally	Actions	Results <i>Action, Customer, Outcome</i>	Revenue <i>Estimated / Est. Annual / Quoted / Sold</i>
Monday				
Tuesday				
Wednesday				
Thursday				
Friday				

"Whether you think you can, or you think you can't, you're right!" - Henry Ford