

CHECKLIST STYLE SALES PROCESS TEMPLATE

TRY  **smartsheet** for FREE 

PREPARATION

- Product Knowledge
- Research Customer Industry

1

PROSPECTING

- Generate lead
- Research lead

2

QUALIFICATION

- Make Contact
- Check Readiness to Buy

3

PRESENTATION

- Schedule Demo
- Address Objections

4

CLOSING

- Negotiate Terms
- Draw Up Contract

5

FOLLOW-UP

- Touch Base by Phone
- Subscribe to Email Newsletter

6