Contact Profile

Name/Date

Details about the **PERSON** (age/job/family/hobbies/dreams)

INTRO - temporal reference - the reason why I call!

ELEVATOR PITCH - my business (explained in one or two sentences)

1.PRAISE - honest appreciation that touches

2.OFFER - concrete, tailor-made benefit suitable for the person

3.QUESTION - are you open minded to...

If **YES** - what is it about? (reference points to the company)

plus **COUNTER QUESTION**: Is that interesting for you?

If YES - what would be the activity?

plus **COUNTER QUESTION**: If I send you more information, until when can you look at it?

Follow-up appointment:

NOTES