Follow Notes

Field Trainer: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Date: \_\_\_\_\_\_\_\_\_ Location: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Approach**: *(smile. relaxed, using names, body language, assumptive)*

**Rapport:** *(conversational, humor, using names)*

**Finding a Need:** *(asking that critical question and then WHY?, digging in, listening for it)*

**Buying Atmosphere:***(tone change, eye contact, get a FOR SURE YES!)*

**Benefits:** *(asking questions, painting pictures)*

**Transition to Close & Close:** *(relaxed, body language, assumptive, pen to paper)*

**Rebuttal:** *(reading claims, body language, act like it’s no big deal & then go back to app)*

**Solidifying the Sales & Getting Referrals:** *(assumptive, memory joggers for referrals)*

**Attitude/Self-Talk/Focus Throughout the Day:** *(how did they handle the ups and downs)*