

# Sales Analysis Sheet



» Phone 09 419 5419  
 » 0800 OUTLOOK (0800 688 366)  
 » 26 Wilding Avenue, Northcote Point,  
 Auckland, New Zealand 0627  
 » PO BOX 36332 Auckland 0748  
 » www.husehill.co.nz

Date: \_\_\_\_\_ Time: \_\_\_\_\_

Client: \_\_\_\_\_ Organisation: \_\_\_\_\_  
 Title: \_\_\_\_\_ Industry: \_\_\_\_\_ Rep: \_\_\_\_\_

Decision Makers:	Means:	Authority:	Need:
------------------	--------	------------	-------

Personal/Hobbies/Interest:

History:

Preparation - Self Intro - Rapport - Bridging - Fact Find - Agree/Commit - Justify - Present - Close - Call - Post Purchase  
 Code: PREP INTRO RAPP BRID FACT AGRE JUST PRES CLOS CALL PPS

**Opportunity and/or Code**



ADD VALUE = to whom, how by...

*What... Why... When... How... Where... Who...*

