

The

PHONE CALL BLITZ TRACKER

**SAY GOODBYE TO MISSING YOUR SALES TARGETS!
ENJOY THIS FREE WORKSHEET TO HELP YOU STAY
MOTIVATED AND ON TRACK TO FILL UP YOUR PIPELINE
AND MAKE SALES**



**FROM THE SELLING PLAYBOOK
RESOURCE LOCKER**



HOW TO USE THE ...

PHONE CALL BLITZ TRACKER



PRINTABLE

"YOU'VE JUST GOT TO GO OUT THERE AND TRY TO CONTROL THE THINGS YOU CAN CONTROL."

Jonathan Tows, Junior Cup Gold Medalist; 2x Olympic Gold Medalist; 3x NHL Stanley Cup Champion

PRINT OFF 1 WORKSHEET PER WEEK

CIRCLE THE WEEK OF THE YEAR YOU ARE TRACKING FOR

	JAN							FEB							MAR							APR							MAY							JUN							JUL							AUG							SEP							OCT							NOV							DEC						
WEEK OF THE YEAR	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52																																

SET A GOAL FOR # OF ACTIONS TO REACH AND TOTAL REAL EVENTS

PRIME-TIME CALLING HOURS

9AM 10AM 11AM 12PM 1PM 2PM 3PM 4PM

GOALS (#) ACTUALS (#)

TRACK YOUR PROGRESS

	GOALS (#)	ACTUALS (#)	9AM	10AM	11AM	12PM	1PM	2PM	3PM	4PM
DIALS	50	27	///	///	///	///		///	///	///
LIVE ANSWERS	20	3	/					/	/	
VOICE MAIL	10	16		///	/	///		///	///	
MEETINGS BOOKED	5	1			/					

NOTES

MAKE ANY IMPORTANT NOTES OR OBSERVATIONS ABOUT YOUR PROGRESS OR POTENTIAL CLIENTS

Client mentioned they are interested in x service.
Getting a lot of voicemails at 12pm

TAKE DOWN INFORMATION FOR ANY MEETINGS BOOKED AND CIRCLE YOUR INTERPRETATION OF HOW INTERESTED THE CLIENT IS

MEETINGS BOOKED

1. NAME: Jack Smith	DATE/TIME: 10/21/2021 2pm	5. NAME:	DATE/TIME:
COMPANY: Business Innovations	PHONE: 12223334444	COMPANY:	PHONE:
EMAIL: jack@businessinnovations.com		EMAIL:	
LEAD STRENGTH: 1 2 3		LEAD STRENGTH: 1 2 3	
2. NAME:	DATE/TIME:	6. NAME:	DATE/TIME:
COMPANY:	PHONE:	COMPANY:	PHONE:
EMAIL:		EMAIL:	
LEAD STRENGTH: 1 2 3		LEAD STRENGTH: 1 2 3	
3. NAME:	DATE/TIME:	7. NAME:	DATE/TIME:
COMPANY:	PHONE:	COMPANY:	PHONE:
EMAIL:		EMAIL:	
LEAD STRENGTH: 1 2 3		LEAD STRENGTH: 1 2 3	
4. NAME:	DATE/TIME:	8. NAME:	DATE/TIME:
COMPANY:	PHONE:	COMPANY:	PHONE:
EMAIL:		EMAIL:	
LEAD STRENGTH: 1 2 3		LEAD STRENGTH: 1 2 3	

OBSERVATIONS

REVIEW + ADJUST

1-3 THINGS THAT WENT WELL	1-3 THINGS I'LL DO DIFFERENTLY NEXT TIME
jokes helped develop rapport	
1-3 THINGS TO STOP DOING	1-3 THINGS THAT I'LL KEEP DOING
will stop mentioning price and budget so much	



TIME TO GET YOUR SALES SYSTEM FIGURED OUT!

LOREM IPSUM DOLOR SIT AMET, CONSECTETUR ADIPISCING ELIT. ETIAM VITAE CURSUS IPSUM. SUSPENDISSE QUIS NIBH ARCU. VESTIBULUM DICTUM CONSECTETUR MASSA, NEC CONSEQUAT SEM CONDIMENTUM LOBORTIS. CHOOSE YOUR EXPERIENCE BELOW AND...



get started!



SELF STUDY

BUILD YOUR PLAYBOOK

WALK THROUGH STEP-BY-STEP INSTRUCTIONS AT YOUR OWN PACE WITH OUR ON-DEMAND PROGRAM.

get started!



VIP COACHING

BUILD YOUR PLAYBOOK

BUILD YOUR PLAYBOOK WITH EXPERT GUIDANCE AND ONE-ON-ONE ATTENTION.