

Plan it/2

Call Planner

Account Name:

Our players:

Their players:

Purpose of call:

Niche differentiators:

Niche questions:

Now drivers:

Now questions:

Close on:

Close questions:

Resistance anticipated?

Resolutions to resistance:

Post call review and transfer to account details. Confirm:

Practical: (1) Confirmed? (2) agenda sent?
