

Sales Call Log/Appointment Records



Salesperson (student): _____ Date _____

Name of Company: _____

Company Address: _____

Contact _____ Phone _____

Opening Conversation

Sales Story (DCD Intro)

Benefits to Customer

Objections or Resistance Response

Closing Conversation

Follow Up

Appointment set for:

Date: _____ Time: _____ Contact: _____

Contact location: _____

Contact Phone#: _____ Contact Email: _____