

The most important thing Sales Managers can do to improve the prospecting skills of their sales team is to share their Prospecting - Knowledge, Skills and Abilities through

- 1) Pre-Call Planning Strategy Sessions**
- 2) Y-Jack Ride-A-Long Observations**
- 3) Effective Call Coaching**



**Call Coacher:
Pre-Call Planner/Call Analyzer**

Outbound Excellence
877-337-2674
602-770-0012
www.outboundexcellence.com

Often times it is the Call Coaching Process that is used that determines the effectiveness of Call Coaching Sessions. Most Sales Managers and Sales Representatives would admit they would benefit from more Call Coaching.

So the challenge is to make what call coaching time is available as efficient and effective as possible.



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After reviewing, developing and testing hundreds of call coaching forms and strategies, I have used the same form, the Outbound Excellence Pre-Call Planner + Call Analyzer for many years.

It is also the favorite among sales people I call coach because it leads to most effective prospecting results.



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**Therefore, I am providing you with a copy of
Outbound Excellence's Pre-Call Planner + Call Analyzer
as one of this month's
“FREE” Prospecting Tools You Can Use**

**It's in an excel format, pre-formatted and
ready to be used to coach your sales team.**

**All that I require is to leave the Outbound Excellence
Header & the copyright statement.**

Tip - Add this tool to your sales training program.