

Evolved Selling Call Follow-Up Form™

Account: _____ Date of Call: _____	
Plan for Success	<p>Building on your success, what will you plan to do again on your next call?</p> <p>What area of opportunity can you plan better for next time?</p>
Establish the Relationship	In establishing the relationship, what did you do/notice regarding gender differences?
Identify Customers Needs	In identifying customer needs, what did you do/notice regarding gender differences?
Create Value with your Solution	<p>What was your basis for value?</p> <p>How did the customer respond to the solution? Did you notice anything regarding gender differences?</p>
Discuss Issues	<p>What issues arose and how did you handle them?</p> <p>Do you think gender differences had an impact on resolving the issues?</p>
Deliver Customer Satisfaction	What steps regarding gender differences will you take away and plan for in your next call on this customer?