Growing Sales In a Slowing Economy



Make a quick plan at the start of the week



PROACTIVE CALL PLANNER

Customers Who Used To Buy But Stopped
Customers Who Recently Received Products Or Services Follow Up
PROSPECTS Am Having Active Buying Conversations With - Follow Up
PROSPECTS I Know Are Buying Elsewhere

Download all the 5 Minute Selling Planners & Trackers at www.goldfayn.com | Copyright 2020 Alex Goldfayn



This tool is available as a free download at www.Goldfayn.com

Week Of (Date):

Write the names of the people (not companies) to call this week. Keep this planner on your desk as a reference throughout the week.

© 2021 Alex Goldfayn

Current C	Customers	Past Customers
Current Pr	rospects	Past Prospects

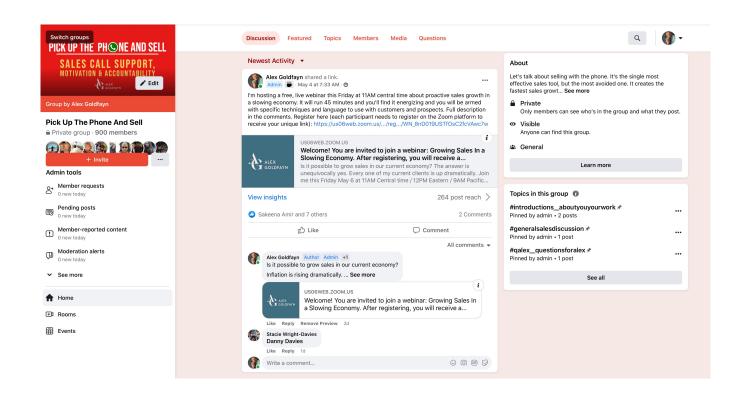


Week Of (Date):

List your top 30 customers who can buy more. Then your top 20 prospects who you've previously spoken with. And finally, your top 10 prospects you have not yet talked to but wish to make contact with.

Top 10 Prospects You Haven't Talked To	Top 20 Prospects You Have Talked To	Top 30 Customers (And What To	Who Can Buy More o Offer Them)

Commit to a # of proactive calls for the week...



THE DYK PLANNER

DYK Complete List	DYK If / Then		DYK Тор 7
	If The Customer Buys:	If The Customer Buys:	
	DYKs:	DYKs:	1.
			2.
			3.
	If The Customer Buys:	If The Customer Buys:	4.
	DYKs:	DYKs:	
			_
			5.
			6.
			7.

ALEX • GOLDFAYN

Get digital versions of this and other planners at www.goldfayn.com / Copyright 2018 Alex Goldfayn

Weekly 5 x 5 Plan

Customer	5 DYK Each
	1
	2
Customer A	3
	4
	5
Customer B	1
	2
	3
	4
	5
	1
	2
Customer C	3
	4
	5
	1
	2
Customor D	3