

FOLLOW THROUGH TRACKER - HOW TO REALLY CLOSE THE DEAL!

COAMPANY NAME \_\_\_\_\_ LEAD START DATE \_\_\_\_\_

ADDRESS \_\_\_\_\_ Phone# \_\_\_\_\_

DM NAME \_\_\_\_\_ GATEKEEPER NAME \_\_\_\_\_

# OF EMPLOYEES \_\_\_\_\_ TYPE OF BUSINESS \_\_\_\_\_

#1 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____
#2 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____
#3 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____
#4 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____
#5 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____
#6 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____
#7 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____
#8 TYPE OF CONTACT <b>DROP CALL MEETING 1 or 2</b>	DATE	METHOD _____ _____ RESULT _____	Who did you speak with? _____	NEXT STEP? _____ WHEN? _____