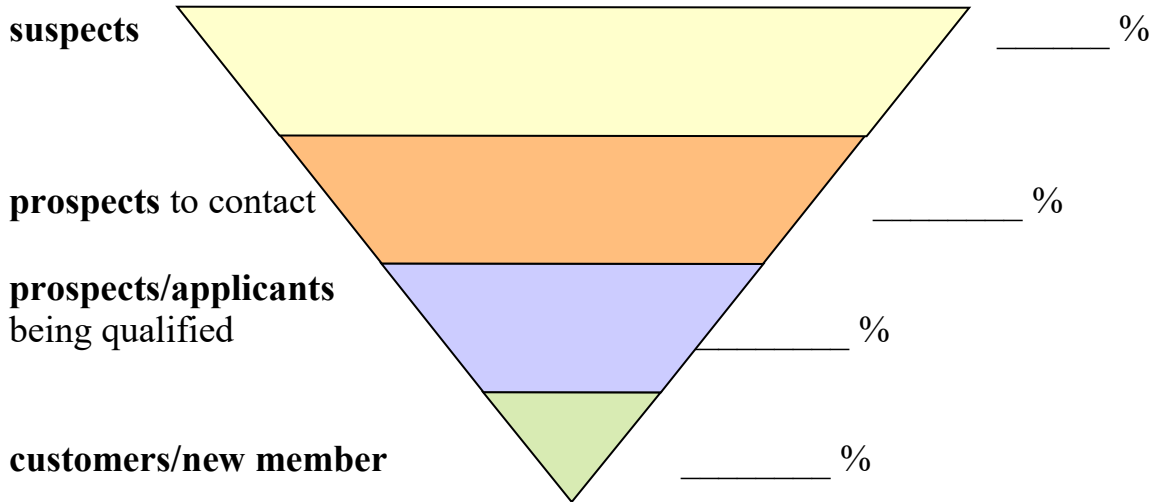


Activity Sheet 14-A
Using the “Sales Funnel” To Stay Sales Healthy:
 Suspects: Feeding the Top of the Funnel,
 Prospects: Cultivating the Middle of the Funnel,
 Customers: Matriculating the Bottom of the Funnel!



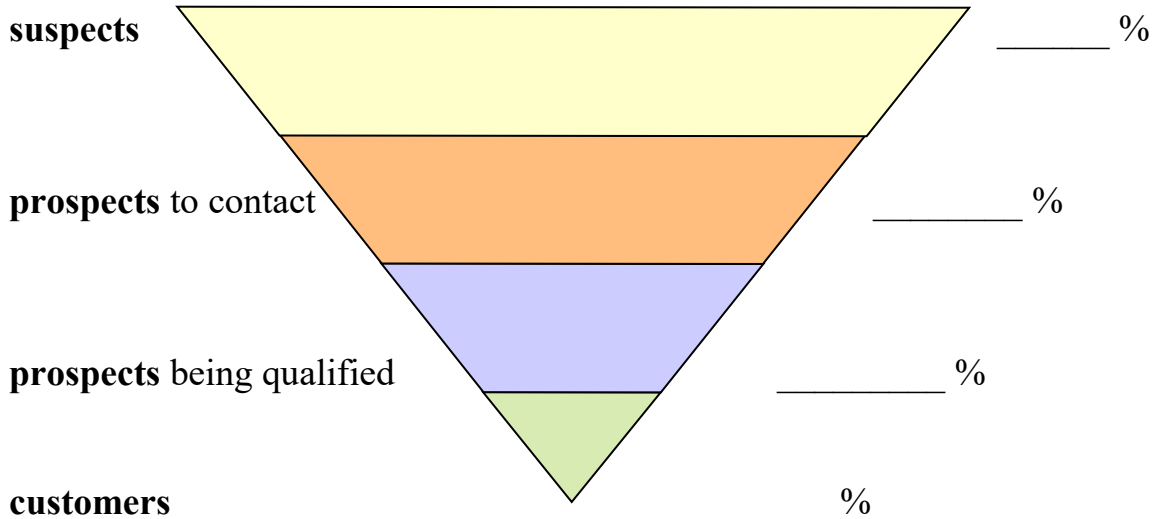
1. List the activities that you presently do at each level of the Funnel, in the above areas that allow you to matriculate a Customer.

SUSPECT GATHERING AREAS: _____

PROSPECTING ACTIVITIES:

2. Identify, prior to this Mini-Seminar how much time each day you invested in each category of the “Sales Funnel”, if at the end of the day all categories were to add up to where 100 percent of your day was consumed

Activity Sheet 14-B
Using The “Sales Funnel” To Stay Sales Healthy:
 Suspects: Feeding the Top of The Funnel,
 Prospects: Cultivating the Middle of The Funnel,
 Customers: Matriculating the Bottom of The Funnel!



1. List the activities that you can add to your present actions and start doing at each level of the Funnel, in the above areas that may allow you to matriculate greater Prospect contacts leading toward more Customers.

ADDITIONAL SUSPECT GATHERING ACTIVITIES: _____

2. Identify how much time each day you should invested in each category of the “Sales Funnel” now, if at the end of the day all categories were to add up to where 100 percent of your day was consumed.