

RIDE-ALONG SHEET

Date:

Sales Rep:

Customer Name:

Completed by:

All decision makers present?

Type of Ride-Along:

Disposition:

Price:

How well did the sales rep warm up?

Did the sales rep ask Transition Questions?

How long have you been thinking about...?

What made you decide to do it today?

Oh really, what makes you say that?

What was the objection?

How did the sales rep perform during the Inspection? (1-10)

Set themselves up as the Expert

Educated

Ownership

Created Urgency

Did the sales rep sell the reference sheet?

Got a Commitment?

Gave info?

Gave a reason?

Did the sales rep shoot the Digital Analysis using a GoPro?

Number of other tools used?

How did the sales rep perform in the Digital Analysis? (1-10)

Set themselves up as the Expert

Created Urgency

Problem / Cause / Consequence

How many prices created in Step 3?

References contacted?

How did the sales rep perform in Step 4? (1-10)

Step 5?

Step 6?

Did the sales rep ask the PreClose word-for-word?

Holiday PreClose?

What was the response to the PreClose?

Did the sales rep make a Commitment Statement?

What was the Objection to the Closing Question?

How well did the sales rep perform in Step 8? (1-10)

Step 8 Notes:

Number of Prices shown?

Final Objection?

Total length of appointment?

Suggestions: