

## SALES CYCLE DEVELOPMENT

For each stage in the Sales Cycle listed below, rate your skill set from 1 – 10. Ten (10) being the highest degree of mastery you possess. Then identify the top three areas you need to improve that are critical to achieving your business goals.

Stages In The Sales Cycle		
	Rating	Comments
Planning and organization		
Prospecting		
Building a relationship with rapport and trust		
Gather data about prospect (company and contact person)		
Assess the client's needs		
Product and proposal presentations		
Overcome objections		
Close the sale		
Fulfill the order		
Post sale follow-up and customer service		

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