

SALES CYCLE TEMPLATE

This is a tick box for you to feed into your daily planner and to monitor your progress. Firstly write in all the businesses that you want to target. Then you can tick the boxes after you have carried out every action and also add in the date that you did it. In this way you will eventually have achieved at least 16 points of contact with each company if not more which is the average it takes in order to obtain a positive response. Please leave a week between each contact.

		Business 1	Business 2	Business 3 etc
1	Networking Event			
2	Eshot			
3	Twitter			
4	Letter			
5	Phone Call			
6	LinkedIn			
7	Volunteering			
8	Referral			
9	Personal Visit			
10	Job Application			
11	Networking Event			
12	Eshot			
13	Twitter			
14	Letter			
15	Phone Call			
16	LinkedIn			
17	Volunteering			
18	Referral			
19	Personal Visit			
20	Job Application			