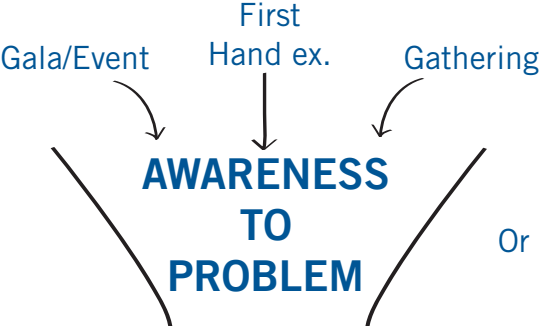


ForImpact

SALES PROCESS FLOW SHEET

PREDISPOSITION



LISTEN!!!

PREDISPOSITION STRATEGY

- From whom?
- To Your Org.
- To Your Team
- To the ASK/PTO

PTO

DISCOVERY

LISTEN!!!

Goal: *"This is a BIG DEAL!
What can I do to help?"*

*Ask: Permission to proceed

VISIT: PTO

Where to meet?
Location: Your Place



FOLLOW-UP

- 1) Champion
- 2) Invite Others/Referrals
- 3) Invest LISTEN!!!

FOLLOW-UP STRATEGY



*Ask Permission To Proceed

- 1) Is this something you might engage/help with? LISTEN!!!
- 2) Could we talk to you (next time) about ways to support financially? LISTEN!!!
- 3) Will you help us think of others that fit [this] profile?

LISTEN!!!