

Using, Tracking and Evaluating Introductions

The final step in being a game player is to sit down monthly and develop the introductions you will need for the month. While the four introduction templates on the previous pages will help you to think on your feet, it will be better if you put a little more time and effort into the process. Using the table below, create your plan for the month.

Use one form for each organization or group you will attend during the month.

Name of Group	_____			
Date of meeting				
Length of intro in seconds				
Focus of business for introduction				
Benefit to prospect				
Story about a customer				
Specific introduction I am looking for				
Success				