

# Prospect Information Sheet

**Business Builder's Name:** \_\_\_\_\_

Business Builder's Phone Numbers

Home: \_\_\_\_\_

Work: \_\_\_\_\_

Fax: \_\_\_\_\_

Best Time to Call: \_\_\_\_\_

E-mail: \_\_\_\_\_

Initial Call	Date: _____	Time: _____
Follow Up #1	Date: _____	Time: _____
Follow Up #2	Date: _____	Time: _____
Packet Sent	Date: _____	

## Prospect's Information

Best Approach:

Business \_\_\_\_\_

Health \_\_\_\_\_

Service/Help \_\_\_\_\_

Type:

Analytic \_\_\_\_\_

"Driver" \_\_\_\_\_

Expressive/Friendly \_\_\_\_\_

Career:

Likes Career: Rate 1-10 \_\_\_\_\_

Length of time: \_\_\_\_\_

Strengths : **Rate 1-10**

\_\_\_\_\_ People Skills

\_\_\_\_\_ Ambitious

\_\_\_\_\_ Credibility

\_\_\_\_\_ Network in Place

\_\_\_\_\_ Hard Worker

\_\_\_\_\_ Health Oriented

\_\_\_\_\_ Health Challenged

\_\_\_\_\_ Weight Problem

\_\_\_\_\_ Sports Network

\_\_\_\_\_ Sales Experience

\_\_\_\_\_ Teaching Exp.

\_\_\_\_\_ Coaching Exp.

\_\_\_\_\_ Business Savvy

\_\_\_\_\_ Management Exp.

\_\_\_\_\_ Entrepreneur

\_\_\_\_\_ Self Starter

\_\_\_\_\_ Organizer

\_\_\_\_\_ Recruiter

\_\_\_\_\_ Motivator

\_\_\_\_\_ High Achiever

\_\_\_\_\_ Int'l. Network

\_\_\_\_\_ MLM Experience

\_\_\_\_\_ Financial Strength

**P**

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**E**

Name: \_\_\_\_\_ Age: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Work#: \_\_\_\_\_

E-Mail: \_\_\_\_\_

(Spouse)Name: \_\_\_\_\_

Work#: \_\_\_\_\_

If married: Team Work Good  Bad

Health Challenges (Self/spouse/children/family): \_\_\_\_\_

\_\_\_\_\_

Proudest Achievement: \_\_\_\_\_

\_\_\_\_\_

Biggest Obstacle: \_\_\_\_\_

\_\_\_\_\_

Fears: \_\_\_\_\_

\_\_\_\_\_

Hot Buttons: \_\_\_\_\_

\_\_\_\_\_

Fast Facts: \_\_\_\_\_

\_\_\_\_\_

Strategy: \_\_\_\_\_

\_\_\_\_\_