## **WON Sheet**

SCHOOL SAINT SAINT Free your Sales Force

rofile •				
)				
		Customer Status:	<ul><li>Existing</li></ul>	New
Contact:		Opportunity Size:	<ul><li>Gazelle</li></ul>	<ul><li>Elephant</li></ul>
Title:		Customer Type:	○ Change	<ul><li>Growth</li></ul>
Contact Character Ar	•		<ul><li></li></ul>	Pleased &
Lion Beaver	Otter Retriever	YE: Reve-	Quo	Proud
	<b>J</b>	Ownership: OPriva	ate O Public	○ Government
Phone:				
Susiness Pain •	"What are	e the most challenging busines	ss issues your orga	unization is faced with?
he Opportunity				
What is the name of this p	project?			
	When are th			
	on be made?			
What are the internal cos	ts of not addressing this issu	e?		
What are the internal cos Who are you currently we	ts of not addressing this issurptions orking with (competition)?	e?		
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## **WON Sheet**

SOUR Sales Force

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Next Steps: Objective	Task	Owner	Date
	- I dok	0 111.01	Date
		l	
sultative Approach	•		
	Address Client's		
	Business Pain <u>without</u> your		_
	Products & Services		
	Address Client's		\
	Business Pain with your		
	Products & Services		_
. /	Climate		\
	Client's Business Pain		) /
	Dusiliess rulli		
	(	)	
		/ ///	
n/Loss Analysis •			
_	Drainat		
	Project:		
Decision Date:	Revenue Siz	ze:	
	s? OWe did OCompetitor:_		
Why did this outcome	happen?		