Moldat

WORKSHEET / 10 MINUTES

Where are sales getting stuck?

Pick the question that's hardest to answer and find an example from the last few weeks. It could be an inquiry, a quote, or a decision that's still waiting.

01 **What sales decision waits when you're away?**
Think of a pricing decision, an exception, or a customer issue your team couldn't resolve.

02 **What happened to the last inquiries you received?**
Pick five. Who responded, when, and what happened next?

03 **Which deals do you expect to close this month?**
Check each one for an expected close date, an owner, and a next step.

04 **What channel have you been talking about launching for months?**
Write down what you'd test first and who could lead the test.

05 **Does your team agree on how to sell?**
Compare how two salespeople prioritize and follow up on similar opportunities.

Bring this to the first call

Company · What you want to work on · One example of what's happening

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