Your bonus page to go with the 90 day prospecting plan: the questions to ask yourself every Friday, and at 30, 60 and 90 days.

Your reviews

Every Friday

What's working, what isn't, and who are you calling on Monday?

Day 30: are we talking to the right people?

Are you reaching the decision makers, specifiers and buyers, or getting stuck at the switchboard?

Day 60: what's getting replies?

Which sectors, messages and contacts are turning into proper conversations and meetings?

Day 90: what have we got, and who's next?

What's in the pipeline, what's on the forecast, what's been won, what have you learned, and which companies come next?

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You're welcome to share this with your team