



**One-on-One**

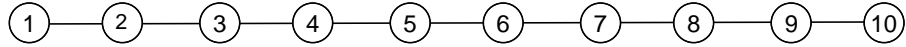
Salesperson: \_\_\_\_\_

Sales Manager: \_\_\_\_\_

Date: \_\_\_\_\_

**Big Picture:**

Opening Question: \_\_\_\_\_



**1. Salesperson Green Flags:**

a)

b)

**3. Salesperson Red Flags:**

a)

b)

**2. Sales Manager Green Flags:**

a)

b)

**4. Sales Manager Red Flags:**

a)

b)

**Activities/Results:**

**Help Needed (Sales Manager):**

**Salesperson Action Plan:**