

RODNEY WEBB'S
RIDE – A – LONG
RAP SHEET

DATE: _____	CUSTOMER NAME: _____
COMPLETED BY: _____	SALESPERSON: _____

Did the rep use the transition questions at the end of the “Warm Up”? Y / N

1. How long have you been thinking about doing it? _____
2. What made you decide to do it today? _____
3. Oh really, what makes you say that? _____

What areas were covered during the “Walk Around” ?

- Rep set up as expert Y/N ▪Educate the customer Y/N ▪Customer take ownership Y/N
- Create Urgency Y/N ▪Sell the Reference List Y/N

Did the Rep do the “3 G’s”?

- Get Y / N
- Give Y / N
- Give Y / N

What was the answer to the “Pre-Close”? _____

Did Rep go down the “Walk of Life”? Y / N

Sales Tools

Needed: _____

Please rate the Rep on their presentation of the following on a scale of 1 – 5:

<u>Company</u>	1 2 3 4 5	<u>Product</u>	1 2 3 4 5	<u>Competition</u>	1 2 3 4 5
<u>Installation</u>	1 2 3 4 5	<u>Pre-Close</u>	1 2 3 4 5	<u>Close</u>	1 2 3 4 5
<u>Paperwork</u>	1 2 3 4 5	<u>Post-Close</u>	1 2 3 4 5		

What area of the presentation is the strongest for the rep? _____

What area needs more practice? _____

Did the salesperson present features and benefits to the customer? Y / N

Was the salesperson able to uncover and address all of the homeowner’s objections and concerns? Y / N

What was the homeowner’s objection to buying? _____

Did the salesperson tell the homeowner he would call them back? Y / N

How long was the sales presentation? _____

Suggestions for training:
