

# MKTG 3600 - Phone Call Feedback Form

Name of Salesperson who called: \_\_\_\_\_

Time of Call: \_\_\_\_\_

Overall Level of Professionalism:		
Quality and effectiveness of the Hello		<b>Would you have made it past the first 30 seconds in the real world?</b>
Quality and effectiveness of the introduction		NO -----YES
Quality and effectiveness of the reason to meet		
Quality and effectiveness of the direct ask  And the re-ask after objections were handled		
Quality & effectiveness of how they handled objection #1 O1: _____  Quality & effectiveness of how they handled objection #1 O2: _____		
Quality of summary & exit		

**Overall Rating:** In the real world, if the call had gone as it did, what are the chances you would have gotten an appointment?

1	2	3	4	5	6	7	8	9	10
Not a chance they would have gotten an appointment				50/50 chance			Definitely would have gotten an appointment		