

The Blue Sheet (Original)

Blue Sheet Strategic Selling – Strategic Analysis

Client Name: _____ Address: _____ City: _____ State: _____ Zip: _____ Phone: _____ Fax: _____ E-mail: _____		Company Division: _____ Department: _____ Position: _____ Title: _____ Name: _____ Address: _____ City: _____ State: _____ Zip: _____ Phone: _____ Fax: _____ E-mail: _____		Product/Service Name: _____ Description: _____ Price: _____ Terms: _____ Conditions: _____	
Background How did you get this lead? What is the client's current situation? What are the client's needs? What are the client's goals? What are the client's challenges? What are the client's opportunities?		Analysis What are the client's strengths? What are the client's weaknesses? What are the client's opportunities? What are the client's threats? What are the client's goals? What are the client's challenges? What are the client's opportunities?		Recommendations What are the client's needs? What are the client's goals? What are the client's challenges? What are the client's opportunities? What are the client's goals? What are the client's challenges? What are the client's opportunities?	
Summary What are the client's needs? What are the client's goals? What are the client's challenges? What are the client's opportunities? What are the client's goals? What are the client's challenges? What are the client's opportunities?		Conclusion What are the client's needs? What are the client's goals? What are the client's challenges? What are the client's opportunities? What are the client's goals? What are the client's challenges? What are the client's opportunities?		Next Steps What are the client's needs? What are the client's goals? What are the client's challenges? What are the client's opportunities? What are the client's goals? What are the client's challenges? What are the client's opportunities?	

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L Darling-Hammond



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