Small Business Call Scoring Card

Did you introduce yourself	Did y	you in	troduce	yoursel	f?
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Yes

No

Did you ask where they saw our Ad or found out about us?

Yes

No

Did you use a warm and friendly tone?

1 2

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Did you offer to follow up?

Yes

No

Did you follow up after the call?

Yes

No

Was the customer satisfied when you hung up?

Yes

No

How interested was the caller in our products and services?

Very interested, ready to buy

Interested

Lukewarm

Hard to tell

Not interested at all

Record some notes about this call:









