

# The Sales Process: Step 5

## Follow-Up Worksheet

### Scenario 1: Follow-up with someone doing business with you

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If they respond positively, you might say...

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If they respond positively, you might say...

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### Scenario 2: Follow-up with someone not doing business with you

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If they respond positively, you might say...

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If they respond negatively, you might say...

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### Scenario 3: Follow-up on a prospect who is "sleeping on it"

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### Scenario 4: Follow-up with a client you need to contact for any additional information

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