Prospect List

#	Name	Phone	Email	Type	Code	Result
1	Bob Smith	999-999-9999	bobsmith@gmail.com	H	1a2b	LM

Type: **I** – Influential **S** – Successful **P** – People Person **H** – Health Issues
Result: **I** - Intro Call **LM** – Left Message **R** – Reviewing Information

Code: (choose one from each group)

1A_____She/he usually reacts slowly and deliberately
1B_____She/he usually reacts quickly and spontaneously

2A_____She/he usually focuses primarily on ideas, concepts and results.
2B_____She/he usually focuses primarily on people, interactions and feelings.