Sales Consultant: _____ Date: _____

DAILY SALES ACTIVITY REPORT - NEW BUSINESS DEVELOPMENT

Client/Company Name	Previous Call	Current Call	RESULTS	Follow Up
1.	B A S I C	B A S I C		
2.	B A S I C	B A S I C		
3.	B A S I C	B A S I C		
4.	B A S I C	B A S I C		
5.	B A S I C	B A S I C		
6.	B A S I C	B A S I C		
7.	B A S I C	B A S I C		
8.	B A S I C	B A S I C		
9.	B A S I C	B A S I C		
10.	B A S I C	B A S I C		

B = Begin Building Relationship
A = Acquire Clients Needs
S = Select Ad Program, Present a Solution
I = Interaction (Answer Questions, Objections)
C = Close the Sale

Todays New Accounts: _____

Todays New Revenue: _____

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