

# Prospect Profile Sheet



## NAME OF POTENTIAL BUSINESS BUILDER

\_\_\_\_\_

PHONE: ( \_\_\_\_\_ ) \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

SPOUSE NAME: \_\_\_\_\_

If Married: Teamwork: (Circle One):      *Good*      *Bad*

Health Challenges (self, spouse, children, family):

\_\_\_\_\_

Achievement (s): \_\_\_\_\_

Biggest Obstacle: \_\_\_\_\_

\_\_\_\_\_

Fears: \_\_\_\_\_

\_\_\_\_\_

Hot Buttons: \_\_\_\_\_

\_\_\_\_\_

Fast Facts: \_\_\_\_\_

\_\_\_\_\_

Strategy: \_\_\_\_\_

\_\_\_\_\_

INITIAL CONTACT      Date: \_\_\_\_\_      Time: \_\_\_\_\_

FOLLOW-UP (1)      Date: \_\_\_\_\_      Time: \_\_\_\_\_

FOLLOW-UP (2)      Date: \_\_\_\_\_      Time: \_\_\_\_\_

MATERIALS SENT      Date: \_\_\_\_\_

## CONTACT INFORMATION

Home# \_\_\_\_\_

Work# \_\_\_\_\_

Fax# \_\_\_\_\_

Best Time to Call: \_\_\_\_\_

E-mail: \_\_\_\_\_

## STRENGTHS (Rate from 1-10)

- |  |  |
|--|--|
| <input type="checkbox"/> People Skill        | <input type="checkbox"/> Business Savvy        |
| <input type="checkbox"/> Ambitions           | <input type="checkbox"/> Management Skills     |
| <input type="checkbox"/> Credibility         | <input type="checkbox"/> Entrepreneur          |
| <input type="checkbox"/> Existing Network    | <input type="checkbox"/> Self-Starter          |
| <input type="checkbox"/> Hard Working        | <input type="checkbox"/> Organized             |
| <input type="checkbox"/> Health Challenges   | <input type="checkbox"/> Recruiter             |
| <input type="checkbox"/> Weight Problems     | <input type="checkbox"/> Motivator             |
| <input type="checkbox"/> Sports Network      | <input type="checkbox"/> High Achiever         |
| <input type="checkbox"/> Sales Experience    | <input type="checkbox"/> International Network |
| <input type="checkbox"/> Teaching Experience | <input type="checkbox"/> MLM Experience        |
| <input type="checkbox"/> Coaching Experience | <input type="checkbox"/> Financial Strength    |

## APPROACH (Circle One):

Business

Health

Service/Help

## PERSONALITY (Circle One):

Analytic

“Driver”

Expressive/Friendly

## CAREER

Enjoys Career on 1-10 scale \_\_\_\_\_

Length of Time at Career \_\_\_\_\_

## NOTES

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_