

BDU Curbside Critique



A key way to help develop your sales associates is to spend

a day in the field with each of them. This tool can be used by the sales manager as a basis for feedback to evaluate and rate the day.

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Curbside Critique

After work appointment 1 = needs improvement 5 = Excellent

	1	2	3	4	5	Comments
General						
Appearance						
Personal planning						
On time						
Establish appropriate rapport						
Reviewed notes for appointment						
Set agenda and time expectations						
Was controlling and in command						
Identified & source of information						
Confident & confident						
Anticipate						
Developed needs through probing						
Ask to test						
Uncovering concerns, problems						
Develop impact						
Close on needs						

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