

The Blue Sheet (Original)

Blue Sheet Strategic Selling – Strategic Analysis

Client Company Name: _____ Contact Name: _____ Title: _____ Phone: _____ Fax: _____ E-mail: _____ Website: _____		Company Business Type: _____ Products/Services: _____ Sales Volume: _____ Sales Force: _____ Sales Area: _____		Salesperson Name: _____ Title: _____ Phone: _____ Fax: _____ E-mail: _____ Website: _____	
Product/Service Name: _____ Description: _____ Price: _____ Terms: _____ Conditions: _____		Market/Segment Name: _____ Description: _____ Size: _____ Growth: _____ Competition: _____		Opportunity Name: _____ Description: _____ Size: _____ Growth: _____ Competition: _____	
Current Status Status: _____ Date: _____ By: _____		Next Steps Action: _____ Date: _____ By: _____		Comments Notes: _____ Date: _____ By: _____	
Summary Name: _____ Description: _____ Price: _____ Terms: _____ Conditions: _____		Market/Segment Name: _____ Description: _____ Size: _____ Growth: _____ Competition: _____		Opportunity Name: _____ Description: _____ Size: _____ Growth: _____ Competition: _____	
Current Status Status: _____ Date: _____ By: _____		Next Steps Action: _____ Date: _____ By: _____		Comments Notes: _____ Date: _____ By: _____	

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Clifford Lane



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Whispering the Secrets of Language: An Emotional Quest through **Blue Sheet Guide Miller Heiman**

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