**TELEMARKETING REPORT**

|  |  |  |  |
| --- | --- | --- | --- |
| Report No. |  |  |  |
| Your Company Name |  | Date |  |
| Contact Name |  | Title |  |
| Contact No. |  | Email |  |
| Industry |  | Website |  |

|  |  |
| --- | --- |
| When called : |  |
| Length of call : |  |
| First Objections : |  |
|  | Does not have time |
|  | Satisfied with current seller |
|  | No budget |
|  | Product/Service too expensive |
|  | No need for Product/ Service |
|  | Other : |
|  |  |
| Call Result : |  |
|  | Not interested |
|  | Call back in [DAYS/WEEKS] |
|  | Requested more information |
|  | Scheduled follow up meeting for a sales rep |
|  | Follow up link :  Contact Name : |
|  | Other : |
| Call Result : |  |
|  | Not interested |
|  | Call back in [DAYS/ WEEKS] |
|  | Requested more information |
|  | Scheduled follow-up meeting Sales Rep |
|  | Follow up with :  Contact Name: |
| Not interested : |  |
|  | No time to meet |
|  | No need for the new seller |
|  | No budget this year |
|  | Product/Service too expensive |
|  | No need for Product/Service |
|  | Does not like our company |
|  | Other : |
| Follow- up Required : |  |
|  | Send more information  Date Completed: |
|  | Add to [NAME]’s calendar  Date Completed : |
|  | Other : |

**DAILY CALL REPORT**

|  |  |
| --- | --- |
| Agent Name |  |
| Date of Report |  |
| Product/ Service offered by phone |  |

|  |
| --- |
| Number of calls |
|  |
| Calls attempted |
| Customers Contacted |
| Requested more information |
| Scheduled follow-up meeting |
| Recommended alternate |
| Not interested |