

REJECTION ACTION PLAN

You win some, you lose some. But to stay motivated in sales you need to know how to handle rejection.

QUESTIONS TO ASK

Ask who they went with?

Ask why they chose them?

Ask what was missing from your proposal?

Ask if you can resubmit your proposal with these changes?

FOLLOW-UP ACTION

Tell them if it doesn't work out with them you're still happy to help

Follow up in 3,6,9,12 months to see if you can help with new opportunities

NOTES