



MEDDICC

-CUSTOMER LOGO HERE-

Deal Sheet

Company Name	
Deal Owner	
Deal Source	

Snapshot

Data Point 1	
Data Point 2	
Data Point 3	

Quick Links

Website	<u>DO NOT REQUEST ACCESS OR CLICK SHARE</u> 👉 👉 👉 👉 👉 GO TO 'FILE' AND CLICK MAKE A COPY 👉 👉 👉 👉 👉
Salesforce	
ROI	
Proposal	
Go Live Doc	

Our Participants

Name	Role
	SDR
	AE
	Exec Sponsor
	Other

Customer Stakeholders

Name	Role
	Coach/Champion
	Economic Buyer
	Technical Influencer
	Not yet involved:

Reference Points (METRICS 1'S)

Type	Who	Proof Point
Industry Customer		
Relevant Customer		
3rd Party Partner		

Anticipated Objections

Objection	Response

Discovery Questions

Type	Question
Situation	
Pain	
Trap	

Decision Criteria

Type	
DC1	
DC2	
DC3	

Follow Ups

Who	What

Risks

Meeting Notes

MEDDPICC			
M		P	
E		I	
Dc		C	
Dp		C	