



Call Debrief

PROSPECT/CUSTOMER NAME

KARE Profile

SELLING-SIDE ATTENDEES

Name

Job Title

DISC Style

Role in Sales Call

BUYING-SIDE ATTENDEES

Name

Job Title

DISC Style

Role in Decision-Making Process

New Information Learned:

Next Steps Agreed to:

Opportunities

What prospective projects are there?

Estimated Revenue:

Potential Problems Uncovered

Internal Action Steps:

Action:	Who?	When?	Intended Result?

Additional Notes, Risks, Considerations, or Outcomes

