

**AMERI MANAGEMENT**  
**SALES CALL INFORMATION SHEET**

**Company Name:** \_\_\_\_\_ **Phone#:** \_\_\_\_\_

**Main Contact:** \_\_\_\_\_ **Fax#:** \_\_\_\_\_

**First Contact:** \_\_\_\_\_ **First Contact Date:** \_\_\_\_\_

**Product / Services:** \_\_\_\_\_

**Important Info:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**Physical Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip Code:** \_\_\_\_\_

**Your Top Priority:**                    # SALES SCRIPT #                    # GET EMAIL ADDRESS #

- **Shipping Please! /or Who's Your Shipping Manager?** \_\_\_\_\_

- **(Prospect's Name), I'm** \_\_\_\_\_ **with** Logistic Dynamics **(Pause)**

- **I was referred to you by** \_\_\_\_\_ **of** \_\_\_\_\_ **(Pause)**

**\* A REFERRAL "ALWAYS" works best when first contacting a Customer \***

- **I'll be real QUICK with just a couple of questions about your Shipping.**

**1. I see that You Manufacture / Warehouse / Ship / Sell:** \_\_\_\_\_

**2. Do You or your Customers oversee the freight? Inbound & Outbound?**

**3. Do You have a list of Carriers that you're currently working with?**

**4. Do You ever have to look for additional Trucks on your own?**

**5. Do You keep your options open to additional Carriers?**

**6. At least to see how our prices compare with theirs?**

**7. May I email You some information? 8. What's Your Email Address?**

**(After getting their email address, finish with these 2 questions below)**

**9. What's a common lane you're shipping right now?**

**PICK UP:                    DELIVER:                    WEIGHT:                    MILE:**

**A)** \_\_\_\_\_

**10. Do You have "Any Freight" your're working on Today or This Week?**

**B)** \_\_\_\_\_