

THE STARTUP SELLING DEMO PREP WORKSHEET

Customer Name:	Meeting Date & Time:
	Customer Time Zone:
Description of Business Problem	
Opportunities	
Advance/Desired Next Step	

Attendees

Attended Meeting?	Name	Title	Buyer Type	Value Prop
<input type="checkbox"/>	1.			
<input type="checkbox"/>	2.			
<input type="checkbox"/>	3.			
<input type="checkbox"/>	4.			
<input type="checkbox"/>	5.			
<input type="checkbox"/>	6.			

Attendee Research Notes
