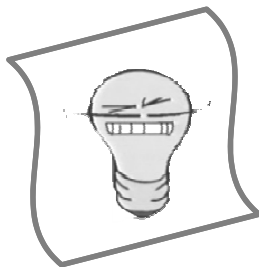


**Preparing -
Prospects**

List 5 prospects and jot down what you know about them and their needs. How does your product or service address these needs?

Prospects	Needs	How can I help?
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____



**Preparing -
Competitors**

List 5 competitors and what you know about them. What do you have to do to win customers from them?
