

# SELECTION GUIDE FOR FINDING YOUR BUSINESS PROSPECTING PARTNER

*Fill out the Company Section and ask your potential Business Prospecting Partner(s) to complete Section 2 of the Guide. You'll be able to compare critical information that will help you determine the best fit for your company.*

*Please fill in answers starting on the row after the bulleted topic. There is no limit to the number of words.*

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## **SECTION 1: Company Section: Information to assist your potential Prospecting Partner with recommendations:**

- Our Situation
- Our Challenges
- Our Past strategies
- Our Current Performance
- Our New goals and objectives
- Deal-breakers for us (This is a list of must-haves like US based calls, cost per hour maximum, performance related requisites, etc.)

## **SECTION 2: Business Prospecting Partner Section: Information from your potential Business Prospecting Partner(s) that will help you understand their culture and how they can help your business grow**

- Company Overview & Facts
- Client Service: Average length of client relationships; 5 largest clients and how long they have been clients; do you have clients that could be our competitors; what is your value proposition?
- Your Culture

- Agent Training
- Team Commitment: Who would be dedicated to our account?
- Reporting Capabilities
- Awards & Recognition
- Why Should We Hire You?