

PHONE

RESPONSE

SCORING SHEET

 Candidate Name

 Phone Number

 Call Details

Time: _____ AM / PM

Date: _____

 FIRST Impression (Circle)

1 2 3 4 5 6 7 8 9 10

Classification:

(circle one)

D I S C

V A K

salesup!
BUSINESS COACHING

RESPONSES

Question #1

Question #2

Question #3

Question #4

Question #5

Question #6



THE FINAL WORD

Was this person smiling? Y / N

Final Impression? (circle) 1 2 3 4 5 6 7 8 9 10

Proceed to Next Round? Y / N

