



# ACTION PLAN

## The Sales Consultative Process Step 3 – Consultation Interview

The three most useful ideas from the module:

- 
- 
- 

Questions or areas requiring clarification:

- 
- 
- 

Actions I will take to implement the ideas:

- 
- 
- 

Benefits to me/my department/my dealership:

- 
- 
- 

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
Sales Consultant Date

\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
Sales Manager Date