

Monday Game Film

Prospect Name _____	Others involved? Who?
Producer Name _____	
Win/Lost _____	
Revenue won+ /Lost- _____	

What was the strategy?

Why were we going to win?

What actually happened?

Score Yourself on the following items (1-10)

Item	Score
Changed how they think about risk and insurance	
Strong relationship	
Peer vs Subordinate	
Outside of renewal (90)	
Multiple Risk Issues Identified	
Risk Identification Clear	
Plan Presented	
Have major markets	

Item	Score
Changed how they think about role of Agent	
Right Decision Makers	
Managed Influencers	
Quantified beyond	
They learned something they didn't know in process	
Strong Visuals showing issues and/or solutions	
I knew the Client!	

Describe what you did well

Describe what you could have done better