



# TECH SELECTION BUILDER

Use this side as a guide for your technology sales calls. Send them your specific questions, keeping in mind your research responses, to make your demo/introductory sales calls productive and efficient.

	Tech #1	Tech #2	Tech #3
	[Name]	[Name]	[Name]
AVERAGE RATING (use surveys & read reviews)			
YEARS IN BUSINESS (where do you see yourself in 5 years)			
INTEGRATION(S)	List your requirement(s) here	List your requirement(s) here	List your requirement(s) here
DATA SECURITY/STABILITY (cloud, personal server)			
ANY TRAINING/SUPPORT? (onboarding and data migration)			
COST/TERM/COMMITMENT			
FEATURE(S) & FUNCTIONALITY (prioritize and list your top 5 requirements from the reverse side)	1. Feature: 2. Feature: 3. Feature: 4. Feature: 5. Feature:	1. Feature: 2. Feature: 3. Feature: 4. Feature: 5. Feature:	1. Feature: 2. Feature: 3. Feature: 4. Feature: 5. Feature:
NOTES			