

Day 1 Prompt Pack — Copy, Paste, Customize

Replace every [SQUARE-BRACKET PLACEHOLDER] with your own details before running.

PROMPT 1 Session Ground-Setter

Use case: Opening a first coaching session with structure · Tool: ChatGPT

Act as my coaching session co-pilot, not my advisor. I am coaching [REP FIRST NAME], a [ROLE/SEGMENT] seller whose stated focus today is [THEIR AGENDA IN THEIR WORDS]. Draft 6 powerful open questions I could ask in the first 10 minutes – questions that surface their own view of their funnel, contain no advice, and no closed yes/no forms. Group them: 2 to open, 2 to deepen, 2 to sharpen toward one behavior for this week.

What a strong result looks like: Opening: 'Walk me through last week's pipeline as if I were new.' Deepening: 'Where in your week does selling actually happen — and what interrupts it?' Sharpening: 'Of everything we touched, which one behavior would move your number most this month?'

PROMPT 2 Call-Review Sheet Generator

Use case: Designing a structured call review before Day 7 · Tool: Claude

I am going to review a [CALL TYPE: discovery / demo / negotiation] recording with a [SEGMENT] seller. Build me a one-page structured review sheet: 5 observable behaviors worth tallying with timestamps, 3 customer-signal moments to flag, 2 open questions to ask the seller afterwards. Keep every item observable – no adjectives like 'good' or 'confident', only countable actions.

What a strong result looks like: Behaviors: minutes talking vs listening, questions before pitch, next-step ask before minute 30. Signals: customer names a deadline, customer asks 'how would this work for us'. Post-question: 'What did you notice the customer do right before they went quiet?'

PROMPT 3 Number-First Reflex Auditor

Use case: Reviewing your own coaching notes honestly · Tool: Gemini

Here are my raw notes from a coaching session with a seller: [PASTE NOTES OR TRANSCRIPT EXCERPTS]. Audit me like a supervisor: mark every moment where I (a) lectured instead of asked, (b) accepted a trait verdict ('lazy', 'no killer instinct') without asking for evidence, (c) coached the forecast instead of the conversation, or (d) left without one named behavior and a follow-up date. For each, rewrite what an evidence-first move would have sounded like. Be strict – this is practice, not evaluation.

What a strong result looks like: Line 12 — you said 'just push for the close earlier' after ONE complaint. Evidence-first version: 'Before tactics — show me the last two lost deals. Where did the buyer disengage?'

PROMPT 4 Stage-Conversion Sorter

Use case: Turning messy complaints into a funnel hypothesis · Tool: ChatGPT

Here is a sales complaint from a manager: [PASTE COMPLAINT]. Here is the funnel data I have: [PASTE STAGE CONVERSION NUMBERS]. Sort the evidence against the five C.L.O.S.E. phases – Connect, Listen, Offer, Secure, Expand – and rate each phase as Likely / Possible / Unlikely as the true gap, with one line of reasoning from the data. Then give me the single most important piece of evidence I should pull next to separate the top two phases.

What a strong result looks like: Listen: LIKELY (meetings held -> opportunities created is 31% vs team 55%). Secure: UNLIKELY (close rate from proposal is normal). Next evidence: three discovery recordings from the stalled segment.

PROMPT 5 Stance Rehearsal

Use case: Rehearsing the conversation with a results-only manager · Tool: **Claude**

Act as a skeptical sales VP who wants 'a closing workshop and a tighter CRM' for a rep immediately. I will practice holding the coaching stance: no fixing, no jargon, warm but immovable on evidence-first. Push back at least twice with quarter-end pressure. After the role-play, score me 1-10 on stance integrity and tell me the exact sentence where I wobbled.

What a strong result looks like: VP: 'No time for recordings — just fix him.' You: 'One afternoon of call review saves you a wasted workshop. Give me three recordings and his funnel — I will show you the gap by Thursday.'

PROMPT 6 C.L.O.S.E. Engagement Skeleton

Use case: Drafting the arc you will fill for 24 days · Tool: **ChatGPT**

I am starting a sales coaching engagement for a [REP TYPE / TEAM] whose presenting complaint is [COMPLAINT]. Draft a one-page C.L.O.S.E. engagement skeleton: Connect (what pipeline evidence I will pull), Listen (which discovery behaviors I will observe), Offer (what value assets I will review), Secure (which conversion stage I will baseline), Expand (what post-sale motion exists). Leave [BRACKETS] where real evidence must fill in — do not invent data.

What a strong result looks like: Connect: coverage 2.0x, 40 dials/week. Listen: discovery scorecard 4/10. Offer: no business case template. Secure: proposal->close 22%. Expand: zero QBRs scheduled. Sprint 1 target: discovery scorecard to 7/10.