



## 5 X 5 X 5 Research Template

Purpose: The purpose of this document is to reduce and prevent research paralysis by spending 5 mins on research, 5 mins on highlighting key takeaways, and 5 mins on crafting your PPPL.

### **Main Highlights:**

What are the main highlights from the research that you did?

- 
- 
- 
- 

### **3 Questions To A Meeting:**

What are 5 questions you believe will lead to having an open conversation and prospects wanting to meet?

- 
- 
- 

### **PPPL:**

Take your highlights from the research conducted and turn it into a talk track.

Pace:

Pace:

Pace:

Lead:



## 5 X 5 X 5 Research Template

---

---

---

---