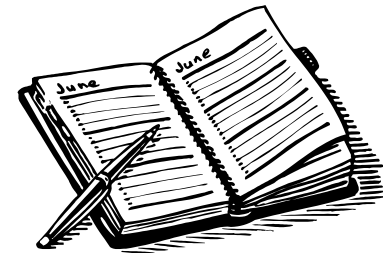


quarter 1 review year **xx**

name:

period:



Results YTD by sales person

	quarter 1 year			quarter 2 year		
	target	achieved	variation		target	new target
January				April		
February				May		
March				June		
Total				Total		

New top 10 accounts by value

account name	product	potential value per year

Attack plan for Quarter 2 prospects

company
shortcuts

Sales might theme their period ahead, but should ultimately have a plan for the key events they expect to be able to deliver to for the growth and exceeding of targets



Each sales person may be able to influence their sales effort for their own particular territory?

What innovative, original ideas and effort is this sales person adding to ensure they meet and grow targets



Something that can work in an organisation is identifying the sales opportunity that would bring most satisfaction in conversion and therefore means the individual plans to take extra steps with marketing and management support to deliver this, usually sizable conversion? (Apply perhaps special brainstorm of activities?)

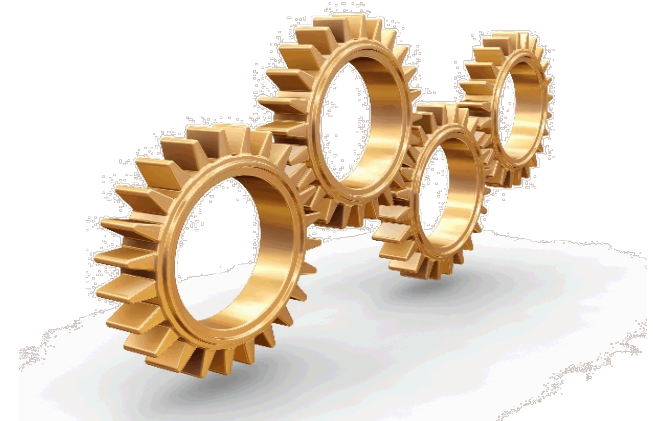


A culture where the individuals in sales constantly share and report back activities in the market regarding product development, possible new service standards or any product innovation from the competition allows a company to stay ahead / or worst case in line with the market place expectations / demands and trends.



My new idea and concept

Always looking for new innovation ensures shared ideas, momentum for change and a culture of continuous improvement stays at the heart of the organisation in which every person has a part to play and value to bring.



Travel plans

APRIL						
M	T	W	T	F	S	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

MAY						
M	T	W	T	F	S	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					



Weekend



Exhibition dates



Leave



Daily visits to existing customers and prospects in ...



In the office

5 Key deliverables highlighted from the months past and future that the sales person wishes to underline

