

Name: _____

Date: _____

This worksheet will help you plan your work, and work your plan. It will help you create the first 7 steps to sales success. Please fill in the boxes in order to create your one page sales plan.

1. Vision - Where do you want your sales to be in 3 months? 6 months? 1 year?

What do you want to achieve personally through your sales vision?

2. SCOT - What is your greatest sales:

Strength: _____

Challenge: _____

Opportunity: _____

Threat: _____

3. Critical Sales Success Factors - What is critically important to reaching your sales vision?

1. _____

2. _____

3. _____

4. Sales Goals - What are your 3 key sales goals over the next 12 months?

1. _____

2. _____

3. _____

5. Strategies - What are your strategies to reaching each of these sales goals?

1. _____

2. _____

3. _____

6. Commitments - What will you commit to do over the next 30 days to reach your sales goals?

1. _____

2. _____

3. _____

7. Review dates: _____ & _____ & _____

If you would like discuss this plan or would like to discuss the next step, please contact me.