



GOALS

What are your top 6 goals?

Timeframe

1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____

INSTRUCTION

What do you need to learn to accomplish those goals? Write down the 3 things you need to be more successful to achieve those goals.

1. _____
2. _____
3. _____

REPETITION

How many dials, contacts, appointments? How is your sales process? Elevator pitch? How is your follow up? Probing questions? CRM?

DISCIPLINE

How will you hold yourselves accountable? What disciplines will you have? Who is going to hold your accountable? Who do you want beside you?