

# Territory Management

- I need \_\_\_\_\_ sales to reach my goal.
- My closing average is \_\_\_\_\_%.
- I need \_\_\_\_\_ leads to reach my goal.
- I can expect \_\_\_\_\_ leads from the company.
- I must generate \_\_\_\_\_ additional leads.
- My centers of influence are \_\_\_\_\_.
- The activities that generate the largest # of leads are \_\_\_\_\_.
- I will give \_\_\_\_\_ presentations monthly.
- I will devote \_\_\_\_\_% of my time to lead generation.
- I will prepare competitive information files.
- I will develop key account plans.
- I will leverage my reputation in the following industries \_\_\_\_\_.
- I will complete a territory planning guide.

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