Section 3:
Action Plan

- My team will complete SF quiz by _____ date.
- I will go over at least 1 SAP with each member by _____ date.
- We will have a conference call or meeting to craft responses to our 5 most common objections by _____ date.
- We will develop landmines for our major competitors and email them to Tony & Brian for review by _____ date.
- We will do a WITY review to make sure it addresses our market properly by _____ date.
- I will review the territory plan for each member by _____ date.