

## Section 4: Action Plan

- Trust can not be demanded. It is earned. I will do \_\_\_\_\_ to strengthen the level of trust between me and my direct reports and between my team and the operators with whom we work.
- I will schedule a coaching session using a Sales Funnel® coaching Results Plan with each team member by \_\_\_\_\_ date.
- I will complete the Coach Mentor's Guide by \_\_\_\_\_ and update as needed.

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