

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.
