

Strategic Account Analysis

Account _____

Date: / /

Field of Play _____

Manager's Approval _____

<p>SITUATION APPRAISAL</p> <p>Selling Organization Name _____</p> <p>Role _____</p> <p>Specialty _____</p>	<p>STRATEGY</p> <p>Current Year _____</p> <p>Next Year _____</p> <p>Last Year _____</p> <p>1 Year _____</p> <p>3 Years _____</p> <div style="text-align: center;"> </div> <p>Field of Play's Name _____</p> <p>Next Year _____</p> <p>Last Year _____</p> <p>1 Year _____</p> <p>3 Years _____</p>	<p>ACTION PLAN</p> <p>Single Sales Officer/Other Representative Name _____</p> <p>_____</p> <p>_____</p> <p>_____</p>																																	
<p>Field of Play Strategic Players</p> <p>Role _____</p> <p>Specialty _____</p> <p>_____</p> <p>_____</p> <p style="text-align: center; font-size: 24px; color: teal;">Where We Are Today</p>	<p>Character Statement</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p style="text-align: center; font-size: 24px; color: teal;">Where We Want To Go</p>	<p>Sales/Support Programs</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:80%;"></th> <th style="width:10%;">Who</th> <th style="width:10%;">When</th> </tr> </thead> <tbody> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> </tbody> </table> <p style="text-align: center; font-size: 24px; color: teal;">How We Will Get There</p>		Who	When	_____			_____			_____																							
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