

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 Objectives supported by marketing and promotional tactics</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: #008080;">Where We Are Today</p>	<p>Character Statement</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>Goal</p> <p style="text-align: center; font-size: 24px; color: #008080;">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: #008080;">How We Will Get There</p>		Who	When	_____			_____			_____																																			
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<p>Field of Play's Trends</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>Objectives</p> <p><i>Focus Investments</i></p> <p>_____</p> <p>_____</p> <p>_____</p> <p><i>Step Investments</i></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> </tbody> </table> <p>Revenue Targets</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th>Time Period</th> <th>Low</th> <th>High</th> <th>Realistic</th> </tr> </thead> <tbody> <tr> <td>Time Period</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Time Period</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Who	When	_____			_____			Time Period	Low	High	Realistic	Time Period				Time Period				<p>Activity</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>Review LAMP Plan with Management</td> <td></td> <td></td> </tr> <tr> <td>Review LAMP Plan with Customer</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>Review LAMP Plan (2nd time)</td> <td></td> <td></td> </tr> </tbody> </table>		Who	When	Review LAMP Plan with Management			Review LAMP Plan with Customer			_____			_____			_____			_____			Review LAMP Plan (2nd time)		
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and your product begin to make its impression known in the business world By learning how to combine time tested sales processes with cutting edge social media strategies Sales expert and author Tony J Hughes details today s new breed of chief executive buyers the channels they use the value narratives that they find appealing and the mix of methods that will grab their attention In Combo Prospecting you will learn how to Locate leverage points that matter Secure decision maker meetings Build a knockout online brand that distinguishes you from the pack Build a constantly growing list of profitable referrals And much more Old school prospecting tactics are growing increasingly irrelevant in today s tech savvy online business world However new school techniques alone have proven to not be able to provide the answers The key to your success is to learn how to unleash a killer combination of old and new sales strategies

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