

Module 5

“Mapping Out Your Strategy”

Ok, so we've completed Steps 1 - 4 in the 7 step sequence. We have made a lot of decisions, drafted some goals, and it is about time to begin implementing some of these things into your daily and weekly activities. But first, we need to map out a plan.

What Plan?

Depending on 'how far gone' you were on some of these processes, you may have an awful lot to implement, and it is simply not feasible to try and make *all* these changes *all* at once.

Furthermore, you have discovered it is time to re-focus your sales efforts in different areas, markets, prospects, products, etc. and it may take some time to phase some of that in.

So when we say PLAN...that is what I am talking about.

- Identify the changes you need to make
- Map out when you phase in what, and
- What you will start putting into practice right now

So take some time to map out and write out your Implementation Plan.

Helpful Resources: It is possible you may need or want some additional help in some specific areas. I have some previously recorded audio training modules on some supplementary topics to help you out.

The additional resources can be found inside the Online Library which you were given 6 months free access to as part of this course. [See Library login](#) tab under Resources in the navigation bar.

Audios/Videos

Working Today for a Better Tomorrow (Sales Pros Tab)

Managing Your Sales Territory (Sales Pros Tab)

Setting Your Course for Next Year (Sales Pros Tab)

Managing Your Team (Managers & Execs Tab)

Assessing True Account Potential (Sales Pros Tab)

Articles:

Goal Setting (Sales Pros Tab)

Sales Meeting Agendas (Managers & Execs Tab)

Sales Strategy & Budgets (Managers & Execs Tab)

Once You Have This Down...Move on to Module 6