MY SELLER-DOER PLAN — **PROGRAM**

Firm: _____

Unit: _____

Date: _____

Owner: _____

Approver: _____

Enforcer: _____

Coach(es): _____

_____

PROGRAM GOALS

_____

_____

_____

_____

_____

SALES PROCESS

Steps:				
Actitivies:				

IDEAL SELLER-DOER ATTRIBUTES

_____

_____

_____

_____

_____

_____

_____

METRICS

What's realistic?	How much?	By when?	Check in date	

MY SELLER-DOER PLAN — **PEOPLE**

Name: _____ Utilization: _____ (%)

Position: _____

Attributes:

STRENGTHS: DEVELOPMENT:

Activities:

STRENGTHS: DEVELOPMENT:

Goal(s): _____

Name: _____ Utilization: _____ (%)

Position: _____

Attributes:

STRENGTHS: DEVELOPMENT:

Activities:

STRENGTHS: DEVELOPMENT:

Goal(s): _____

Name: _____ Utilization: _____ (%)

Position: _____

Attributes:

STRENGTHS: DEVELOPMENT:

Activities:

STRENGTHS: DEVELOPMENT:

Goal(s): _____

Name: _____ Utilization: _____ (%)

Position: _____

Attributes:

STRENGTHS: DEVELOPMENT:

Activities:

STRENGTHS: DEVELOPMENT:

Goal(s): _____

ACTIONS