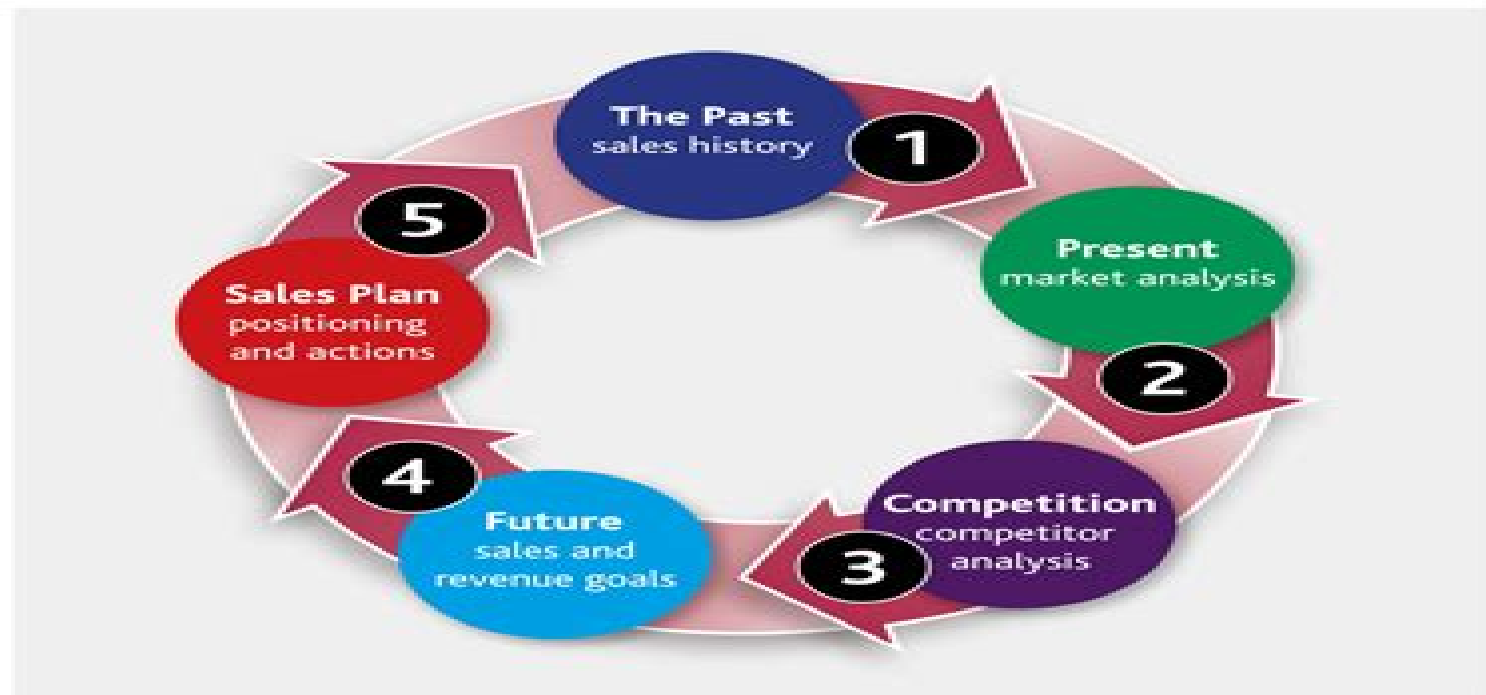


DEVELOPING YOUR SALES PLAN

The 5 steps to developing your sales plan

The planning and time you put into developing your sales plan is as important as the final written plan. Work through the 5 steps and you'll have a well thought out, focussed plan to drive sales. Each step is important - from looking at past sales performance to evaluating your business against the competition to allocating resources and measuring effectiveness.

1. The **past** - sales history
2. The **present** - market analysis
3. The **competition** - competitor analysis
4. The **future** - sales and revenue goals
5. The **sales plan** - positioning and actions



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Direct Sales Third Edition Gerardus Blokdyk, 2018-10-17 What are your key Direct Sales indicators that you will measure analyze and track Which Direct Sales goals are the most important What other jobs or tasks affect the performance of the steps in the Direct Sales process How do you take a forward looking perspective in identifying Direct Sales research related to market response and models Who is responsible for Direct Sales This easy Direct Sales self assessment will make you the trusted Direct Sales domain auditor by revealing just what you need to know to be fluent and ready for any Direct Sales challenge How do I reduce the effort in the Direct Sales work to be done to get problems solved How can I ensure that plans of action include every Direct Sales task and that every Direct Sales outcome is in place How will I save time investigating strategic and tactical options and ensuring Direct Sales costs are low How can I deliver tailored Direct Sales advice instantly with structured going forward plans There s no better guide through these mind expanding questions than acclaimed best selling author Gerard Blokdyk Blokdyk ensures all Direct Sales essentials are covered from every angle the Direct Sales self assessment shows succinctly and clearly that what needs to be clarified to organize the required activities and processes so that Direct Sales outcomes are achieved Contains extensive criteria grounded in past and current successful projects and activities by experienced Direct Sales practitioners Their mastery combined with the easy elegance of the self assessment provides its superior value to you in knowing how to ensure the outcome of any efforts in Direct Sales are maximized with professional results Your purchase includes access details to the Direct Sales self assessment dashboard download which gives you your dynamically prioritized projects ready tool and shows you exactly what to do next Your exclusive instant access details can be found in your book You will receive the following contents with New and Updated specific criteria The latest quick edition of the book in PDF The latest complete edition of the book in PDF which criteria correspond to the criteria in The Self Assessment Excel Dashboard and Example pre filled Self Assessment Excel Dashboard to get familiar with results generation plus an extra special resource that helps you with project managing INCLUDES LIFETIME SELF ASSESSMENT UPDATES Every self assessment comes with Lifetime Updates and Lifetime Free Updated Books Lifetime Updates is an industry first feature which allows you to receive verified self assessment updates ensuring you always have the most accurate information at your fingertips

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