

SALES & MARKETING MANAGER OR EXECUTIVE

How well are you and your team performing?

1.- What is the team sales' goal?

2.- What is your personal sales' goal?

3.- What are the current gaps to goal?

4.- What have you tried in order to enhance performance?

5.- What has worked?

6.- What hasn't?

7.- If you could make anything happen right now, what would that be?

8.- What are the opportunities that you've yet to capitalize upon that could make a big difference for you and your team?

9.- What are the barriers or threats to meeting goal?

10.- What does your team need more of from you?

11.- What does your team need less of?

12.- What support do you need to see it through?