

GROWTH RESOURCES INC

MY 2007 SALES MANAGEMENT PLANNING

Sales Management Executive: _____ Company: _____

What do you want your sales team to accomplish in revenue, gross margin, and profit by the end of 2007?

My Vision:

What were your most significant accomplishments and disappointments in 2006?

Accomplishments:

Disappointments:

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What are your WILDLY SIGNIFICANT goals for 2007?

Goal 1:	Goal 2:
Goal 3:	Goal 4:
Goal 5:	Goal 6:

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How will you measure each goal?

Goal 1:	Goal 2:
Measures:	Measures:
Goal 3:	Goal 4:
Measures:	Measures:

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How will you measure each goal?

Goal 5:	Goal 6:
Measures:	Measures:

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What Initiatives will be necessary to reach these goals and be counted by these measures?

Goal 1:	Goal 2:
Measures:	Measures:
Initiatives:	Initiatives:

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What Initiatives will be necessary to reach these goals and be counted by these measures?

Goal 3:	Goal 4:
Measures:	Measures:
Initiatives:	Initiatives:

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What Initiatives will be necessary to reach these goals and be counted by these measures?

Goal 5:	Goal 6:
Measures:	Measures:
Initiatives:	Initiatives:

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How will you achieve quarterly accountability?

	1 st Quarter:
Goal 1:	Results:
Goal 2:	Results:
Goal 3:	Results:
Goal 4:	Results:

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How will you achieve quarterly accountability?

	2nd Quarter:
Goal 1:	Results:
Goal 2:	Results:
Goal 3:	Results:
Goal 4:	Results:

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How will you achieve quarterly accountability?

	3rd Quarter:
Goal 1:	Results:
Goal 2:	Results:
Goal 3:	Results:
Goal 4:	Results:

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How will you achieve quarterly accountability?

	4 th Quarter:
Goal 1:	Results:
Goal 2:	Results:
Goal 3:	Results:
Goal 4:	Results: