

Name:
 Reporting Month:
 Date Submitted:

THE "GREEN SHEET"

THE SALES TEAM MEASUREMENT

<p>What you MEASURE ... is what you GET.</p>	<p>#'s are important. The 'Goal', however, is to MAXIMIZE the RELATIONSHIP at any given time</p>	<p>ACTIVITY DRIVES RESULTS</p>
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ACTIVITY	PRODUCTIVITY	TOTAL \$\$\$
# OF VISITS (Shoulder to Shoulder)	_____ # Commitments/\$ (List Names & Dollars)	_____
# OF PRESENTATIONS "A Request on the Table"	_____ # of Pendings/\$ (List Names & Dollars)	_____
	# of Declines	_____
PROJECT (EAP) ACTIVITY		
RELATIONSHIP ACTIVITY		

*ATTACH copy of ALL CALL REPORTS.