

Name:
 Reporting Month:
 Date Submitted:

THE "GREEN SHEET"

THE SALES TEAM MEASUREMENT

What you MEASURE ...
 is what you GET.

#'s are important.
 The 'Goal', however, is to
 MAXIMIZE the
 RELATIONSHIP
 at any given time

ACTIVITY
 DRIVES
 RESULTS

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.