

Territory Planning Workshop

Helping your sales team Plan for Success.



Overview

The “Territory Planning” workshop is a half day workshop designed to help your sales people put in place an effective territory plan for the coming year.

Based on timeless principles it will give your team the ability to understand where their business is coming from and formulate a strategy to go after it.

Audience

All sales people who need to manage a territory and want to achieve their targets

Format

Time:	Half Day
Format:	Face to Face
Location:	In your office
Attendance numbers:	1-8

Objectives

- Helps participants understand where their business will come from
- Help participants understand how to leverage the ‘Pareto Principle’
- Define new and existing opportunities that will get them to their targets
- Formulate an action plan for each opportunity

Inquiries

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