

# Revenue Roadmap Channel Territory Planning Workshop



## HOW ARE YOU GOING TO EXCEED YOUR NUMBER IN 2024?

The Revenue Roadmap Channel Territory Planning Workshop is designed for the forward-thinking channel sales professional who seek to kill their quotas using a comprehensive data-driven structured performance model and target account planning process. This \$2500 investment in future earnings will pay off in 2024 and years to come! Dive deep into the intricacies of sales territory planning and maximize your revenue potential with a three-hour training session followed by individual personalized planning sessions with one of our Partnering Pros. [Click for Video!](#)

### Benefits Summary:

- **Crush Your Quota-** Our Territory Planning Model provides the sales metrics, activities and time frames need to ensure you crush your quota.
- **Score Partners:** Learn the Partner Impact Scoring method to define the strength of your partners and identify the right partners to turn up!
- **Optimize Partner Engagement:** Learn a strategy resourcing process to build compelling sales plays to use with your sellers.
- **Precision Targeting:** Learn a new target accounts mapping process to ensure prospecting coverage.
- **Strategic Planning:** Define the right KPI's to monitor your progress and stay ahead of your targets.
- **Confidence to Excel:** You will leave with the confidence knowing not just how to meet your number, but exceed your number!

# Revenue Roadmap Territory Planning Tool

Yearly Output Summary Review

<b>13</b>	<b>197</b>	<b>787</b>
Partners	Seller Units	Outreaches

Run Rate Business	\$900,000.00
Net New Business Needed	\$2,100,000.00
Active Sellers Needed	49.2
PAM Units	4.9
PAMS	1.2



Solution A summary		Solution B summary		Solution C summary	
Revenue Needed	\$1,260,000.00	Revenue Needed	\$630,000.00	Revenue Needed	\$210,000.00
Deals Needed	12.6	Deals Needed	8.4	Deals Needed	4.2
Opportunities Needed	31.5	Opportunities Needed	21.0	Opportunities Needed	10.5
Meetings Needed	78.7	Meetings Needed	52.5	Meetings Needed	26.3
Outreaches Needed	393.7	Outreaches Needed	262.5	Outreaches Needed	131.3



Schedule a demo at [www.channel-force.com](http://www.channel-force.com)



## What You Will Learn:

- **Structured GTM and Target Account Planning Process-** Set clear goals, engage target accounts with precision, strategizing your approach.
- **Fundamentals of Partner-led Demand Creation-** Harness the power of our 4-3-2-1 prospecting process to reach a wider audience.
- **Partner & Seller Scoring-** Identify, evaluate, and engage with high probability partners and individual sellers to optimize your sales process.
- **Target Accounts and leverage Inbound and Outbound Techniques-** Learn a complete Partner led Demand Creation Process to generate greater leads and speed time to revenue.

Propel your revenue growth and master the art of strategic sales planning. Join the Revenue Roadmap Channel Territory Planning Workshop and chart your course to sales success!

**Cost: \$2500 or Three Monthly Payments of \$833.33**

## When:

December 13th 10AM-1PM EST  
 January 17th 10AM-1PM EST  
 February 14th 10AM -1PM EST



**Registration: [Click Here](#)**

If you are a Partner Pro looking to exceed your number in 2024, our Revenue Roadmap Planning Workshop will be the best investment in your career development for 2024.