Sales Achievement Power Line

Date: 7/18/2014

Power Line	Importance Level (1-10)	Effectiveness Level (1-10)	Power Gap (1-10)
Goals and Objectives			0
Consistently Hits Personal Quota			0
Access to New Sales Strategies			0
Executes Strategic Improvement			0
Ability to Quickly Create Interest			0
Strong Mental Expectations			0
Fully Committed to Succeed			0
Fearless in Sales Activities			0
Powerful Elevator Speech			0
Plentiful High-Quality Referrals			0
Developed Strong Centers of Influence			0
Cross Selling Successfully			0
Cold Calling Effectively			0
Prospecting via Public Presentations			0
Benefiting from Associations			0
Influential Sales Skills			0
Manages Time Effectively			0
Has Zero Procrastination			0
Well Organized to Win			0
Confidently moves through Adversity			0
Effective and Timely Follow-Up			0