BAG | WEEKLY CADENCE · SUMMIT BROADBAND

FOOTPRINT FRIDAYS

Share Progress. Drive Momentum. Win Together.

BY NOON

NAME **WEEK ENDING**

1 YOUR TOP 3 ACCOMPLISHMENTS THIS WEEK

The action: a call made, a quote or contract sent, or an order signed.

	THE ACTION	ACCOUNT / PROPERTY	MRC	SERVICE	DATE	MARKET / VERTICAL
1						
2						
3						

2 YOUR SIX BIGGEST ACCOMPLISHMENTS PLANNED FOR NEXT WEEK

Each one falls in one of three categories. Aim for two of each.

1 GETTING AHEAD OF THE SALE
Calls planned, a site walk, an appointment

2 LEVERAGE COUNTERPARTS
Building coaches — channel partners, property managers, GCs

3 SEND PAPER TO BUYERS
Quotes, proposals, and contracts in front of buyers

	CATEGORY	THE ACTION / DETAILS
1		
2		
3		
4		
5		
6		

3 1 GEM — SOMEONE WHO WENT THE EXTRA MILE

Recognize a teammate who went above and beyond for you or someone else.

TEAMMATE	WHAT THEY DID

Get ahead of the sale. Leverage industry counterparts. Know the revenue source.

Be intentional. Not active.