BAG | WEEKLY CADENCE · YANKEES SALES

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 proposal or contract sent, or a deal closed.

	THE ACTION	ACCOUNT / CLIENT	REVENUE	SEATS / PACKAGE	DATE	SECTION / AREA
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 tour, an appointment

2 LEVERAGE COUNTERPARTS
Building coaches — industry contacts and referrals

3 SEND PAPER TO BUYERS
Proposals, pricing, 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.