Yearly Review



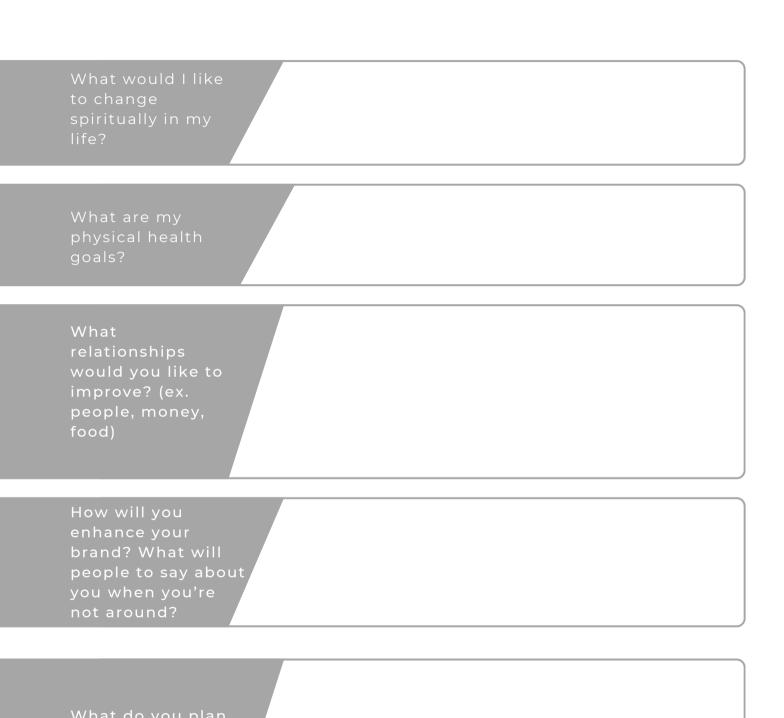
YEAF

	TOP ACCOMPLISHMENTS						
г							
Н							
	WHAT WERE THE T	HINGS YOU WERE N	MOST AFRAID OF?				
	SETR	ACKS OR ROADBLO	CKS				
	3210	ACRO OR ROADBLO					
	THINGS TO LEAD		INCC TO CHANCE				
	THINGS TO LEARN	1.11	THINGS TO CHANGE				
	START	STOP	CONTINUE				
	THINGS I DIDN'T	GET DONE, BUT ST	III NEED TO DO				
	THINGS I DIDN I	CET DONE, BOT ST	TEL NEED TO DO				
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After The Pitch

PERSONAL CORE VALUES

personal enjoyment?





GROWTH STRATEGY

MARKET FOCUS AND CUSTOMER PROFILING

Market Expansion	Pain Points	Niche Identification	Behavioral Analysis

SALES BLUEPRINT LEAD DEVELOPMENT

Value Proposition	Digital Outreach
Retention Tactics	Referral Program
Funnel Improvement	Lead Nurturing
Competitor Analysis	Cold Calling

REVENUE TARGETS AND PERFORMANCE BENCHMARKS

Sales Forecast	Stretch Goals	Milestone Setting	Salesperson Performance Metrics