

Action Plan 3 – Retail sales for “the new normal”

1. Actions I Need to Take in the Next 24 Hours...

(call a potential new client, book meeting to review our prospecting list, etc.)

2. Add to My Calendar or Plan

(review company sales training, analyze current strategy, etc.)

3. Share this Strategy with...

(co-workers, supervisor, another department, vendor, etc.)

4. New People I Want to Connect with...

(participants in training, potential partners or suppliers, consultants, etc.)

5. I Want Help After Training with...

(building a customer pipeline, making phone calls to potential customers, etc.)
