

Sales Interview Guide

Activity 1 Last Week		Sold Accounts(#) Last Week	0	% To Target
Activity 2 Last Week		Sold Dollars (\$) Last Week	\$ -	
Activity 3 Last Week		Total Implemented Last Week	\$ -	
Monthly Sold Commitment	\$85,000	Monthly Actual	\$ -	0.00%
Quarterly Sold Commitment	\$250,000	Quarter Actual	\$ -	0.00%

Sales Stage

Deal Name	1st Meeting Complete	Proposal Delivered	Negotiation	Won/Lost Reason

Action Items / Help Needed

Account Name	Actions to complete, or help needed to move deals along