COMMAND OF THE PLAN®

CREATE A FRAMEWORK THAT GIVES YOUR SALES LEADERS…

"a repeatable rhythm – a sales cadence – to guide your sales planning and execution processes."

Command of the Plan®

Provide your sales leaders with an unrestricted line-of-sight into the sales planning process with methodologies from our Command of the Plan® workshop. You'll create a leaner, more consistent operating plan, streamline your processes and improve your ability to forecast sales.

Command of the Plan® gives you a simple and consistent set of processes for managing your business. We'll provide you with a toolkit that includes simple and efficient tools to help execute and manage sales.

- Improve accuracy and predictability of bookings
- Increase probability of achieving your quarterly and annual objectives
- Simplify the process of managing accounts and engagements
- Set clear accountability and expectations for your sales team
- Develop clear territory, account and opportunity plans
- Improve your ability to accurately and consistently forecast revenue

Course Curriculum

We'll help you establish a Management Operating Rhythm® to ensure execution of the right things at the right time.

This repeatable rhythm not only guides your sales planning and execution processes, but also helps define expectations and inspection points for your team.

Command of the Plan® creates a clear focus on your critical few, high-value sales activities and provides real-time visibility into the performance of your sales organization.

Target Group

Sales Leadership, Sales Managers, Sales Operations Managers, Sales Professionals

Program Components:

- Pipeline Building
- Account Planning
- Territory Planning
- Revenue Forecasting
- Call Planning

Challenges We Solve

"WE DON'T HAVE A REPEATABLE PROCESS FOR BUILDING A QUALITY PIPELINE."

A successful operating rhythm provides you with a clear line-of-sight into your sales pipeline.

"OUR REVENUE FORECASTS AREN'T ALWAYS ACCURATE."

A predictable sales planning process and improved coverage of territories and accounts will strengthen your ability to accurately forecast business.

"WE HAVE TOO MANY FORMS AND PROCESSES TO EFFICIENTLY RUN OUR BUSINESS."

Our Management Operating Rhythm® will teach your front-line managers to run their business on 10 pieces of paper.

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