

Sample 30-60-90 Plans

Sales

30 days –

- ▶ *Study and learn the product*
- ▶ *Meet and establish relationships with the sales team*
- ▶ *Learn company CRM software*

60 days –

- ▶ *Continue calling upon accounts and prospect within territory, completing 2-3 call cycles before month's end. Make sure all Anchor, Core & Developmental accounts have been visited.*
- ▶ *Schedule first speaker/dinner program.*
- ▶ *Fine tune most efficient driving route through territory.*

90 days –

- ▶ *Continue calling upon accounts and prospects within territory, completing 3-5 cycles before month's end.*
- ▶ *Schedule 2-3 speaker/dinner programs.*
- ▶ *Brainstorm new & creative ways to get prospects' attention in the field and as your manager's input.*

