

[illegible]

ACTION PLAN - HOW MUCH AND BY WHEN	
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WHAT - What are the two (2) high leverage categories within the selling process that will improve over the next 30 days?

1. _____ 2. _____

HOW - What specific actions and/or development are required?

WHEN - When will the individual complete the “How” assignment?

HOW MUCH - What improvement (outcome) is expected over the next 30 days?

Other Comments: _____

[illegible]