

WEEKLY SALES PLAN	ACCT MGR	WEEK OF
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I plan to make the following calls next week:

	Business Name	My Agenda <i>How I'll use my time with them...</i>	Their Action <i>The step(s) I want them to take...</i>	My Valid Business Reason <i>Why they should want to meet with me</i>
TARGET PROSPECTS & CLIENTS				
KEY CLIENTS				

	Business Name	My Agenda <i>How I'll use my time with them...</i>	Their Action <i>The step(s) I want them to take...</i>	My Valid Business Reason <i>Why they should want to meet with me</i>
KEY CLIENTS				
SECONDARY & EXTRAS				

I plan to book the following orders next week:

ACCOUNT	MONTH	\$\$\$	MONTH	\$\$\$	MONTH	\$\$\$