

Strategic Account Analysis

Account _____

Date: / /

Field of Play _____

Manager's Approval _____

<p>SITUATION APPRAISAL</p> <p>Selling Organization Name _____</p> <p>Role _____</p> <p>Spokane _____</p>	<p>STRATEGY</p> <p>Current Year _____</p> <p>Next Year _____</p> <p>Last Year _____</p> <p>1 Year _____</p> <p>3 Years _____</p> <div style="text-align: center;"> </div> <p>Field of Play's Name _____</p> <p>Next Year _____</p> <p>Last Year _____</p> <p>1 Year _____</p> <p>3 Years _____</p>	<p>ACTION PLAN</p> <p>Single Sales Objectives supported by marketing and promotional tactics</p> <p>_____</p> <p>_____</p> <p>_____</p>																																																				
<p>Field of Play Strategic Players</p> <p>Role _____</p> <p>Spokane _____</p> <div style="text-align: center; border: 1px solid black; padding: 10px; margin: 10px 0;"> <p>Where We Are Today</p> </div>	<p>Character Statement</p> <p>_____</p> <p>_____</p> <p>_____</p> <div style="text-align: center; border: 1px solid black; padding: 10px; margin: 10px 0;"> <p>Where We Want To Go</p> </div> <p>Goal</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>Sales/Support Programs</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:80%;"></th> <th style="width:10%;">Who</th> <th style="width:10%;">When</th> </tr> </thead> <tbody> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> </tbody> </table> <div style="text-align: center; border: 1px solid black; padding: 10px; margin: 10px 0;"> <p>How We Will Get There</p> </div> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:80%;"></th> <th style="width:10%;">Who</th> <th style="width:10%;">When</th> </tr> </thead> <tbody> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> </tbody> </table>		Who	When	_____			_____			_____				Who	When	_____			_____			_____																														
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<p>Field of Play's Trends</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>Objectives</p> <p>Focus Investments</p> <p>_____</p> <p>_____</p> <p>_____</p> <p>High Investments</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:80%;"></th> <th style="width:10%;">Who</th> <th style="width:10%;">When</th> </tr> </thead> <tbody> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> </tbody> </table> <p>Revenue Targets</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th>Time Period</th> <th>Low</th> <th>High</th> <th>Realistic</th> </tr> </thead> <tbody> <tr> <td>Time Period</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Time Period</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Time Period</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		Who	When	_____			_____			_____			Time Period	Low	High	Realistic	Time Period				Time Period				Time Period				<p>Activity</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:80%;"></th> <th style="width:10%;">Who</th> <th style="width:10%;">When</th> </tr> </thead> <tbody> <tr> <td>Review LAMP Plan with Management</td> <td></td> <td></td> </tr> <tr> <td>Review LAMP Plan with Customer</td> <td></td> <td></td> </tr> <tr> <td>_____</td> <td></td> <td></td> </tr> <tr> <td>Review LAMP Plan (2nd time)</td> <td></td> <td></td> </tr> </tbody> </table>		Who	When	Review LAMP Plan with Management			Review LAMP Plan with Customer			_____			_____			_____			_____			Review LAMP Plan (2nd time)		
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Miller Heiman Gold Sheets

Albert A Gayle



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