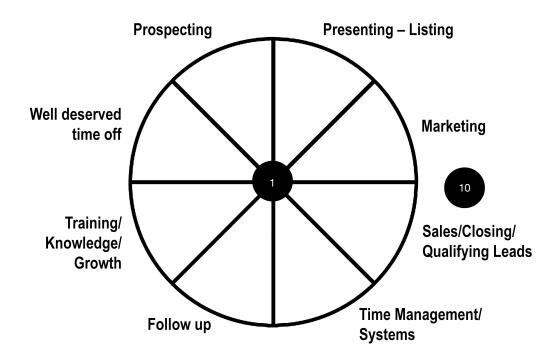
## Categories Of Improvement Salespeople



## What do I need to do to improve these results?

| Presenting - Listing |      |      |  |
|----------------------|------|------|--|
|                      | <br> | <br> |  |
|                      |      |      |  |
| Marketing            |      |      |  |
|                      |      |      |  |

| Sales/Closing/Qualifying Leads |  |  |
|--------------------------------|--|--|
|                                |  |  |
| Time Management Systems        |  |  |
|                                |  |  |
| Follow Up                      |  |  |
|                                |  |  |
| Training/Knowledge/Growth      |  |  |
|                                |  |  |
| Well deserved time off         |  |  |
|                                |  |  |
| Prospecting                    |  |  |
|                                |  |  |