

## 2018 RADICAL SALES BUSINESS PLAN

- Top goals I will accomplish this year and why for achieving?
- What skills and resources do I need to accomplish the above goals?
- What are the strengths of my business? What areas of opportunity for improvement in my business?
- How can I be more efficient and productive?
- What obstacles exist to achieve my goals and how do I overcome the obstacles?
- On the scale of 1 - 10, how effective am I at selling and marketing?
- How am I generating the business currently? How else can I generate business growth?
- Who are strategic partners or mentors who can help grow my business?