
SHORT TERM GOALS

For the period: _____ to _____

Completed	Goal	Actual
<input type="checkbox"/> Suspects Added	_____	_____
<input type="checkbox"/> Suspects Qualified	_____	_____
<input type="checkbox"/> Prospects Called	_____	_____
<input type="checkbox"/> Prospects Mailed	_____	_____
<input type="checkbox"/> Prospects Emailed	_____	_____
<input type="checkbox"/> Prospect Conversations	_____	_____
<input type="checkbox"/> New Customers Added	_____	_____
<input type="checkbox"/> Old Customers Called	_____	_____
<input type="checkbox"/> Old Customers Mailed	_____	_____
<input type="checkbox"/> Old Customers Emailed	_____	_____
<input type="checkbox"/> _____	_____	_____
<input type="checkbox"/> _____	_____	_____
<input type="checkbox"/> _____	_____	_____
<input type="checkbox"/> _____	_____	_____
<input type="checkbox"/> _____	_____	_____

Goals drive performance.
Success = Volume X Velocity X Value
Share your goals with a colleague.
