



Sales System Health Checklist

An effective sales system is essential for any manufacturer that wants to be strongly differentiated and reach its sales growth goals.

Take a minute to complete this checklist and total your score to see how your sales system measures up.

1. Are your sales numbers consistently meeting or exceeding your targets?

Yes No

2. Is your sales team consistently achieving their individual sales quotas?

Yes No

3. Are you able to set sales meetings with senior executives easily?

Yes No

4. Are you able to identify, access, and sell your most wanted major accounts?

Yes No

5. Are you able to successfully address the competing interests of buying teams and get deals closed without delays?

Yes No

6. Are you able to consistently increase average sale size?

Yes No

7. Do you have a process in place to reset the buying criteria to reposition your competitors with buyers?

Yes No

8. Do you have a process in place to shorten the sales cycle?

Yes No

9. Are you consistently increasing closing rates without discounting?

Yes No

10. Do you have a well-defined and documented sales system that's followed consistently by your sales team?

Yes No

Scoring

Each Yes = 1 Point Each No = 0 Points Your Total Score _____

Assess Your Score On Next Page

0 to 4 Points

Your sales system requires optimization immediately if you hope to reach your profitable sales goals.

5-7 Points

Your sales system would benefit from further optimization so you can reach your profitable sales goals faster.

8-10 Points

Congratulations! Your sales system is likely producing excellent results for you and needs little, if any, optimization.

If your score indicates your sales system needs improvement we recommend our fully-guaranteed FastWay Sales System.

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Take The First Step To More Profitable Sales In Less Time

We create and implement customized sales systems for manufacturers that accelerate sales velocity and grow sales without discounting.

Contact us for a free 10 minute Scale Session phone call to get some tested real-world answers to your most challenging sales problems.

www.manufacturingwins.com/contact-us