

FINDING Dials Referrals Asked for Networking Events Attended New LinkedIn Connections Event Invitations (asks) Event Invitations (mailed) Event Invitations (email) Walk Through Asks	KLOZING Proposals Sent Proposals Followed Up Cross Selling Upselling CRM Up to Date CRM Accurate
GROWING Client Calls Client Meetings attended Exclusive Supplier Agreements Exclusive Supplier Agreement Renewals Churn	DEVELOPMENT Domain Knowledge Giving Back Coaching sessions held Personal Development