

Writing a Business Plan: Generating Sales Checklist

by Guttulus

Types of Sales		Sales Plan		Sales Tools		Sales Execution	
Online		Acquisition Goals		Testing		Funnel	
<input type="checkbox"/>	Social Media	<input type="checkbox"/>	1 Quarter	<input type="checkbox"/>	A/B Tests	<input type="checkbox"/>	Company
<input type="checkbox"/>	Website	<input type="checkbox"/>	2 Quarter	<input type="checkbox"/>	Landing Pages	<input type="checkbox"/>	Marketing
<input type="checkbox"/>	SEO	<input type="checkbox"/>	4 Quarter	<input type="checkbox"/>	Call Centers	<input type="checkbox"/>	Sales
<input type="checkbox"/>	PPC	<input type="checkbox"/>	8 Quarter	<input type="checkbox"/>	Social Media	<input type="checkbox"/>	Customer
Physical		Projections		Ads		Responsibility	
<input type="checkbox"/>	Store	<input type="checkbox"/>	Online	<input type="checkbox"/>	Budget	<input type="checkbox"/>	Company
<input type="checkbox"/>	Trade Shows	<input type="checkbox"/>	Physical	<input type="checkbox"/>	Plan	<input type="checkbox"/>	Marketing
<input type="checkbox"/>	Conventions	<input type="checkbox"/>	B to B	<input type="checkbox"/>	Execution	<input type="checkbox"/>	Sales
<input type="checkbox"/>	Business Cards	<input type="checkbox"/>	B to C	<input type="checkbox"/>	Timing	<input type="checkbox"/>	Customer Service
Demos		Marketing		Sales Manager		Financial	
<input type="checkbox"/>	Online	<input type="checkbox"/>	Cost	<input type="checkbox"/>	Contacts	<input type="checkbox"/>	Price Charts
<input type="checkbox"/>	Physical	<input type="checkbox"/>	Expected Gain	<input type="checkbox"/>	Closer	<input type="checkbox"/>	Subscription Model
<input type="checkbox"/>	Personal	<input type="checkbox"/>	Net Revenue	<input type="checkbox"/>	Customer Service	<input type="checkbox"/>	Accounting
<input type="checkbox"/>	Group	<input type="checkbox"/>	Profit	<input type="checkbox"/>	Experienced	<input type="checkbox"/>	Financial Forecasting
Business to Business		Data		Call to Action		Relationships	
<input type="checkbox"/>	Targeted	<input type="checkbox"/>	Existing Market	<input type="checkbox"/>	Website	<input type="checkbox"/>	Tiers
<input type="checkbox"/>	Early Adopters	<input type="checkbox"/>	New Market	<input type="checkbox"/>	Business Call	<input type="checkbox"/>	Management
<input type="checkbox"/>	Gatekeepers	<input type="checkbox"/>	Clone Market	<input type="checkbox"/>	Phone Call	<input type="checkbox"/>	Across Channels
<input type="checkbox"/>	Decision Maker	<input type="checkbox"/>	Segemented Market	<input type="checkbox"/>	Etc	<input type="checkbox"/>	Across Plans
Business to Consumer		Additional		Invitation		Metrics	
<input type="checkbox"/>	Shelf Space	<input type="checkbox"/>	Prices	<input type="checkbox"/>	Tone	<input type="checkbox"/>	Monthly Sales
<input type="checkbox"/>	Packaging	<input type="checkbox"/>	Contracts	<input type="checkbox"/>	Language	<input type="checkbox"/>	Sales by Person
<input type="checkbox"/>	Coupons	<input type="checkbox"/>	Liability	<input type="checkbox"/>	Clarity	<input type="checkbox"/>	Large Sales
<input type="checkbox"/>	Ads	<input type="checkbox"/>	Billing	<input type="checkbox"/>	Tactics	<input type="checkbox"/>	Small Sales