



Sales Growth Challenges Checklist

Sales Growth Challenges Inventory	Status Quo in 2020	Yes or No
Most sales representatives at our company are not making or exceeding their sales quota.	60 - 70% of all reps don't make their quota.	
Outside of self-generated sales intel, our sales reps don't know when to follow-up with leads.	40 - 50% of all reps will never follow up with a lead.	
Sales reps spend their selling-time creating content, not using content provided by marketing.	20 - 30% of all reps choose not to use marketing content.	
Our sales pipeline is sluggish due to poor Salesforce / CRM adoption by the reps.	40 - 50% of all reps still use off-CRM methods like Excel.	
Most newly hired sales reps take too long to adopt our sales technology and are resistant to change.	70 - 80% of all reps take 6 months to become productive.	
Too many of our sales reps are spending their selling-time on non-selling activities.	Sales reps spend only 30 - 40% of their time on selling activity.	
Sales reps have access to a variety of sales tools, but most choose not to use them on a daily basis.	Only 10 - 20% of all sales tech purchases increase revenue.	
Total Sales Growth Challenges Score (count every Yes)		

Would you like to know how you can score a perfect 0?

Point to Ponder: Most of your competitors are stuck in the status quo. The time is now to acquire a new competitive advantage!