



Sales Quota Champion Checklist

Capabilities	Sales Quota Multiplier Inventory	Yes or No
Sales Enablement	I have the right sales technology to create more opportunities, accelerate my pipeline, and close deals faster.	
	I have instant, one-click access to the social media profiles of my accounts, prospects, leads, and contacts.	
	I have a sales content library that is rich in quantity, and customizable to buyer behaviors and journey stages.	
Sales Engagement	I have a sales engagement tool that empowers me to send email blasts 1-to-1, bypassing firewalls & spam filters.	
	I can easily perform account based marketing activities; such as tracking email forwarding and 360° account views.	
	I have the ability to perform email blasts from anywhere, and on any device—smartphone, tablet, and computer.	
Salesforce Adoption	My non-selling activities are automatically added to Salesforce, saving about 60 minutes per day, \$10k per year.	
	I have visibility into my Salesforce leads, contacts, and opportunities from the comfort of my email inbox.	
	I have a user-friendly ability to access Salesforce records, pipelines, and opportunities from my smart phone.	
Sales Productivity	I'm empowered with artificial intelligence and machine learning to improve win rates & lower average cost of sale.	
	I can download new, free prospects from anywhere, and on any device—smartphone, tablet, and computer.	
	My time spent selling is consistently maximized, while my time spent on non-selling activities is minimized/eliminated.	
Total Sales Quota Champion Score (count every Yes)		

Would you like to know how you can score a perfect 15?