



Sales Rep Challenges Checklist

Sales Rep Challenges Inventory	Status Quo in 2020	Yes or No
I need to meet and exceed my quota, but I can't find more time to email or call clients / prospects / leads.	Sales reps only spend 10 - 15% of their day calling / emailing.	
I need to meet and exceed my quota, but I can't seem to find more time to meet clients / leads.	Sales reps only spend 20 - 30% of their day with clients / leads.	
I find myself in lengthy sales meetings on a weekly basis, and they always seem to recreate the wheel.	Sales reps spend 5 - 10% of their day in company meetings.	
When I have down time/sales travel, I can't access my CRM / sales engagement tool from my smartphone.	Sales reps spend 5 - 15% of their day in downtime/travel.	
My sales team keeps getting new sales tools to help us meet quota, but training takes too long.	Sales reps spend 0 - 10% of their day on training.	
I spend too much time on non-selling activities that are administrative / data entry in nature.	Sales reps spend 20 - 30% of their day on admin tasks.	
I also spend too much time on service tasks, such as scheduling call backs and follow-up emails.	Sales reps spend 10 - 20% of their day on service tasks.	
Total Sales Rep 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!