

14 Possible Targets to Discuss with Your Partner

Sales target by product

- Volume
- Value
- Region

New accounts

- Named
- Product
- Value
- Region

Activity targets

- Sales visits
- Direct mail/telesales/e-mail
- Advertising
- PR
- Exhibitions
- Trade Fairs
- Reporting – market reports, sales reports

The following module offers a deeper insight into this topic:

Agreeing Targets

You can find it either in the SavvyAcademy or in the 'Find and Manage Partners' area of 'Create Your Plan'.

Information you complete as part of the Module will be automatically entered into your Plan. The more modules you complete, the more your Plan will build.