

7 Partner Interim Review Points

Progress Review Checklist

- Sales to date vs forecast
- Sales forecast vs budget (next period)
- Activities
 - Sales visits
 - Direct mail/telesales/e-mail
 - Advertising
 - PR
 - Exhibitions
 - Trade fairs
 - Other
- Current competitor activity
- Customer feedback (negative, positive)
- Good News Stories
- Support needed from us

The following modules offer a deeper insight into this topic:

Shared Commitment

Managing Partner Performance

You can find them 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.