

Strategic Account Analysis

Account

Date

/ /

Field of Play

Manager's Approval

MILLER
HEIMAN

| SITUATION APPRAISAL Selling Organization Name: _____ Role: _____ _____ _____ _____ _____ _____ | STRATEGY Our View: _____ Name: _____ Last Year: _____ 1 Year: _____ 3 Years: _____  Field of Play's View: _____ Name: _____ Last Year: _____ 1 Year: _____ 3 Years: _____ | ACTION PLAN Single Sales Objectives supported by Marketing, Administrative, Service: _____ _____ _____ _____ _____ | | | | | | | | | | | | | | | | | | |
|--|---|--|-----------|------|-----------|-------------|-----|------|-----------|-------------|-----|------|-----------|---|--|--|---|--|--|--|
| Field of Play Strategic Players Name: _____ Role: _____ _____ <div data-bbox="164 599 560 771" style="background-color: white; padding: 10px; text-align: center;"> Where We Are Today </div> | Character Statement _____ _____ _____ <div data-bbox="656 599 1159 771" style="background-color: white; padding: 10px; text-align: center;"> Where We Want To Go </div> | Sales/Support Programs <table border="1"> <thead> <tr> <th></th> <th>Who</th> <th>When</th> </tr> </thead> <tbody> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> </tbody> </table> | | Who | When | | | | | | | | | | | | | | | |
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| Time Period | Low | High | Realistic | | | | | | | | | | | | | | | | | |

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