

Current Percentage of TOP Performers

Sales Team Review

How Many Salespeople Do You Currently Have?

Question:	Your Answer:	Question:	Your Answer:
# Above Quota (& meeting goals)		Average Monthly Sales	
# at Quota		Average Monthly Sales	
# Below Quota		Average Monthly Sales	

Example:

Question:	Your Answer:	Question:	Your Answer:
# Above Quota (& meeting goals)	6	Average Monthly Sales	125,000
# at Quota	1	Average Monthly Sales	95,000
# Below Quota	3	Average Monthly Sales	72,000

Workforce Review

Position Type	# of TOP Performers*	# of Underachievers	# of Positions Unfilled (or new)
Management			
Human Resources			
Sales		+	
<i>Example (Sales from the chart above)</i>	7	3	2
Customer Service			
Administration			
Accounting – Finance			
Purchasing – Inventory			
Quality Control			
Labor - Warehouse			
Technician			
Driver			
Entry Level			
Any Other Positions in Your Organization (you type in the name):			
<i>Example - Assembler</i>	3	2	4

* a "TOP Performer" is someone that consistently accomplishes goals (& someone you'd rehire)

Now that you've completed this questionnaire...

Step 1 – Save it

Step 2 – Email it to TPC@PeopleValues.com

