

## 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)	<b>6</b>	Average Monthly Sales	<b>125,000</b>
# at Quota	<b>1</b>	Average Monthly Sales	<b>95,000</b>
# Below Quota	<b>3</b>	Average Monthly Sales	<b>72,000</b>

### Workforce Review

Position Type	# of TOP Performers*	# of Underachievers	Average Monthly Salary in Position
<b>Management</b>			
<b>Human Resources</b>			
<b>Sales</b>		+	
<i>Example (Sales from the chart above)</i>	<b>7</b>	<b>3</b>	<b>4,200</b>
<b>Customer Service</b>			
<b>Administration</b>			
<b>Accounting – Finance</b>			
<b>Purchasing – Inventory</b>			
<b>Quality Control</b>			
<b>Labor - Warehouse</b>			
<b>Technician</b>			
<b>Driver</b>			
<b>Entry Level</b>			
<b>Any Other Positions in Your Organization (you type in the name):</b>			
<i>Example - Assembler</i>	<b>3</b>	<b>2</b>	<b>2,200</b>

\* 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](mailto:TPC@PeopleValues.com)

