

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	
# of Open Sales Positions (or unfilled)			

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
# of Open Sales Positions (or unfilled)	2		

Workforce Review

Position Type	# of TOP Performers*	# of Underachievers	# of Positions Unfilled (or new)	Average Monthly Salary in Position
Management				
Human Resources				
Sales	+			
<i>Example (Sales from the chart above)</i>	7	3	2	4,250
Customer Service				
Administration				
Accounting – Finance				
Purchasing – Inventory				
Quality Control				
Labor - Warehouse				
Technician				
Driver				
Entry Level				
<i>Any Other Specific Positions in Your Organization (you type in the name):</i>				
<i>Example - Assembler</i>	2	3		2,126

* 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

Step 3 – In no more than 48-hours, we'll email you very beneficial information based on the numbers above