

How will you let others know about your offerings? Which Marketing Streams will you use consistently to grow your business? Which Marketing Strategy will you leverage?

LEAD OPT IN / QUALIFICATION	SALES TOOL	OFFER	ENROLLMENT	
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STRATEGY	COORDINATING KPIS

Sales Plan

NUMBER BOOKED	NUMBER HELD	NUMBER CLOSED

Support You Need to Achieve Goal

OPERATIONS TEAM	TALENT TEAM	SALES TEAM

Top 4 Initiatives for the Next 12 Months

Quarter 1:	Quarter 2:
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Quarter 3:	Quarter 4: