

## Strategic Account Analysis

**Abstract**

MILLER  
HELMAN

SITUATION APPRAISAL		STRATEGY		ACTION PLAN											
<p><b>Selling Organization Team</b></p> <p>Role</p> <p>Spencer</p>	<p><b>Our View</b></p> <p>Now</p> <p>Last Year</p> <p>1 Year</p> <p>3 Years</p>	<p><b>Buyer's View</b></p> <p><b>Field of Play's View</b></p> <p>Now</p> <p>Last Year</p> <p>1 Year</p> <p>3 Years</p>	<p><b>Single Sales Objectives</b></p> <p>Who</p> <p>When</p>	<p><b>Sales/Support Programs</b></p> <p>Who</p> <p>When</p>											
<p><b>Field of Play Strategic Players</b></p> <p>Role</p> <p>Spencer</p>	<p><b>Charter Statement</b></p>	<p><b>Goal</b></p>	<p><b>How We Will Get There</b></p>	<p><b>Activity</b></p> <p>Who</p> <p>When</p>											
<p><b>Where We Are Today</b></p>	<p><b>Where We Want To Go</b></p>	<p><b>Objectives</b></p> <p><b>Focus Investments</b></p> <p><b>High Investments</b></p> <p><b>Revenue Targets</b></p> <table border="1"> <thead> <tr> <th>Time Period</th> <th>Low</th> <th>High</th> <th>Realistic</th> </tr> </thead> <tbody> <tr> <td>Time Period</td> <td>Low</td> <td>High</td> <td>Realistic</td> </tr> <tr> <td>Time Period</td> <td>Low</td> <td>High</td> <td>Realistic</td> </tr> </tbody> </table>	Time Period	Low	High	Realistic	Time Period	Low	High	Realistic	Time Period	Low	High	Realistic	<p><b>How We Will Get There</b></p> <p><b>Review LAMP Plan with Management</b></p> <p><b>Review LAMP Plan with Customer</b></p> <p><b>Review LAMP Plan (90 days)</b></p>
Time Period	Low	High	Realistic												
Time Period	Low	High	Realistic												
Time Period	Low	High	Realistic												

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