

# Strategic Account Analysis

Account

Date

/ /

Field of Play

Manager's Approval

MILLER  
HEIMAN

| <b>SITUATION APPRAISAL</b><br>Selling Organization Name: _____<br>Role: _____<br>Sponsor: _____<br><br><br><br><br>   | <b>STRATEGY</b><br>Our View: _____<br>Name: _____<br>Last Year: _____<br>1 Year: _____<br>3 Years: _____<br><br><br>Field of Play's View: _____<br>Name: _____<br>Last Year: _____<br>1 Year: _____<br>3 Years: _____                            | <b>ACTION PLAN</b><br>Single Sales Objectives supported by Marketing, Administrative, Service<br><br><br><br><br>   |           |      |           |             |     |      |           |             |     |      |           |                                     |
|---|---|---|-----------|------|-----------|-------------|-----|------|-----------|-------------|-----|------|-----------|-------------------------------------|
| <b>Field of Play Strategic Players</b><br>Role: _____<br>Sponsor: _____<br>Position in Selling Relationship: _____<br><br><div data-bbox="164 599 560 771" style="background-color: white; color: teal; text-align: center; padding: 10px;"> <b>Where We Are Today</b> </div> | <b>Character Statement</b><br><br><br><br><br><br><br><div data-bbox="656 599 1159 771" style="background-color: white; color: teal; text-align: center; padding: 10px;"> <b>Where We Want To Go</b> </div>   | <b>Sales/Support Programs</b><br><br><br><br><br><br><br><div data-bbox="1265 599 1709 771" style="background-color: white; color: teal; text-align: center; padding: 10px;"> <b>How We Will Get There</b> </div> |           |      |           |             |     |      |           |             |     |      |           |                                     |
| <b>Field of Play's Trends</b><br><br><br><br>   | <b>Goal</b><br><br><br><br>   | Who: _____ When: _____<br><br><br>  |           |      |           |             |     |      |           |             |     |      |           |                                     |
| <b>Field of Play's Opportunities</b><br><br><br><br>  | <b>Objectives</b><br><b>Focus Investments</b><br><br><br>   | <b>Activity</b><br>Review LAMP Plan with Management<br>Review LAMP Plan with Customer<br><br>   |           |      |           |             |     |      |           |             |     |      |           |                                     |
| <b>Our Strategic Strengths</b><br><br><br><br>  | <b>Step Investments</b><br><br><br><br>   | Who: _____ When: _____<br><br><br>  |           |      |           |             |     |      |           |             |     |      |           |                                     |
| <b>Our Critical Vulnerability</b><br><br><br>   | <b>Revenue Targets</b><br><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 | Review LAMP Plan (2nd time)<br><br> |
| Time Period   | Low   | High  | Realistic |      |           |             |     |      |           |             |     |      |           |                                     |
| Time Period   | Low   | High  | Realistic |      |           |             |     |      |           |             |     |      |           |                                     |
| Time Period   | Low   | High  | Realistic |      |           |             |     |      |           |             |     |      |           |                                     |

# Miller Heiman Gold Sheets

**Puja Mehta**



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In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Miller Heiman Gold Sheets**," a mesmerizing literary creation penned by way of a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring impact on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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