

Strategic Account Analysis

Account _____

Date: ____/____/____

Field of Play _____

Manager's Approval _____

MILLER
HEIMAN

SITUATION APPRAISAL Selling Organization Name: _____ Role: _____ Sponsor: _____ 	STRATEGY Our View: _____ Name: _____ Last Year: _____ 1 Year: _____ 3 Years: _____  Field of Play's View: Name: _____ Last Year: _____ 1 Year: _____ 3 Years: _____	ACTION PLAN Single Sales Objectives supported by Marketing, Administrative, Service: 																																	
Field of Play Strategic Players Role: _____ Sponsor: _____ Position in Selling Relationship: _____ <div data-bbox="164 599 560 771" style="background-color: white; padding: 10px; text-align: center;"> Where We Are Today </div>	Character Statement <div data-bbox="656 599 1159 771" style="background-color: white; padding: 10px; text-align: center;"> Where We Want To Go </div>	Sales/Support Programs <table border="1"> <thead> <tr> <th></th> <th>Who</th> <th>When</th> </tr> </thead> <tbody> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> </tbody> </table>		Who	When																														
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