

# RESULTS COACHING QUESTION PLANNER



## Sales results and activities

### STRENGTHS

- What areas have you achieved a strong result in?
- How did you achieve that?
- What will you do to build on this result next month?
- Link to behaviours you observed in the observation coaching sessions.

### DEVELOPMENT

- What hasn't gone as well as you would have hoped?
- Why do you think this was the case?
- How can you use your strengths to help you here?

## Sales funnel

- What have you got coming up?
- What activities and conversations could you have to move your customers through to the next stage?
- What obstacles are you facing? What can you do to overcome them?
- How can you add value to your customers?
- How can you demonstrate your expertise?

## Sales planning

- Talk me through your plan (account, territory etc.)
- What opportunities do you see? How can you maximise these?
- What threats or risks do you need to be aware of? How can you minimise these?

## Actions and commitments

### ACTION ITEMS

- Based on our conversation, what actions do you need to take over the next month?
- What support do you need?

### WHO

- Who needs to do it?

### WHEN

- When will it be done by?