

Management Tools/Coach-Salesperson Agreement

PLEASE INITIAL EACH ITEM.

SALESPERSON

- I understand that coaching is being offered to provide me with the tools to enable me to hit the sales goals I wrote down in my business plan. X_____
- I understand that my commitment to success requires a regular sales meeting and regular one-on-one goals setting meetings with my coach. X_____
- I understand that I must use my business plan as a compass to help my coach and I stay on track. X_____
- I will be honest with myself and my coach; as I realize that this will be the foundation of my success in my career. X_____
- I am committed to performance reporting to my coach, who will help me hold myself accountable to my commitments. X_____

COACH

- I have met with you to agree on a realistic business plan that supports your goals and is aligned with the goals of our team. X_____
- I will prepare for and conduct goal setting meetings (GSMs) with you on a consistent schedule. X_____
- I will provide you with the support you need to take your business to the next level and coach you to enable you to realize your business plan. X_____
- I will prepare for and hold regular sales meetings. X_____

PLEASE SIGN BELOW:

_____ Date: _____
Salesperson

_____ Date: _____
Coach