

Raise the Bar

1. Verb
2. Preposition Or Subordinating Conjunction
3. Adjective
4. Verb - Present Tense
5. Noun - Plural
6. Noun
7. Verb
8. Noun - Plural
9. Noun - Plural
10. Noun
11. Adjective
12. Verb
13. Noun

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Sales team will _____ Verb _____ through huddles and coaching with a continuous process for sales development.

Supervisors spend _____ Preposition or subordinating conjunction _____ 60% of their time coaching and have _____ Adjective _____

guidelines to use for coaching. We need to _____ Verb - Present Tense _____ adherence for RTB 2.0 principles as a

standard aspect of leaders' daily activities without RTB 2.0 deviating from the _____ Noun - Plural _____. Reps treat

every call as an _____ Noun _____ and _____ Verb _____ the agenda to drive the call accordingly. We want to make

Reps feel like sales _____ Noun - Plural _____ and make recommendations according to customer _____ Noun - Plural _____.

Reps drive to close every time, walk the customer through the service agreement, and schedule a specific time to

follow-up. By using salesforce.com in a _____ Noun _____, _____ Adjective _____ way to capture details and prepare for

the next call, Reps can _____ Verb _____ leads based on value and likelihood to close, and enter every

_____ Noun _____ with a purpose and agenda.