

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

Raise the Bar

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.