



BAABCO

Leadership Consulting

**TEN BY TEN NET NEW PROSPECTING
SALES WARRIOR ASSESSMENT™**

Start Date: _____ End Date: _____
 Name: _____ Phone #: _____
 Company: _____ Email: _____
 Title: _____ Manager: _____
 Tenure: _____ Owner: _____
 Experience Last 5 Years: _____

Received The Art of Professional Prospecting _____ Read: _____ Due Date: _____
 Downloaded & logged into the BAABCO Mobile App _____ Read: _____ Due Date: _____
 Received www.baabco.biz _____ Read: _____ Due Date: _____
 Received & Understood www.baabco.biz/ten-by-ten _____
 Received & Understood www.baabco.biz/graph _____
 Received & Understood the 7 Components of the Ten By Ten _____

Current Weekly 1st Appointments Quota _____ Current Average Attainment _____
 Current Weekly Net New Calls Quota _____ Current Average Attainment _____
 Year to Date Monthly Average _____ Year to Date Quota _____
 Last 90 Days Actual Production _____ Last 90 Days Quota _____

Current 8:30-10:00 Activities _____
 Current Routine 7:30-8:30 _____
 Current Routine 5:00-5:30 _____

Does the Sales Warrior Dedicate 3 Hours After 5:30 or on the Weekend _____
 Does the Sales Warrior buy into The Prize of the New Found Five _____
 The agreed amount of TOTAL monthly basic revenue in the territory is _____
 The agreed amount of the Sales Warrior's Rightful Claim is _____

20/30 Rule

Goals:	30 Days	Month	Closeables
Daily Net New Calls	_____	_____	_____
Weekly 1st Appointments	_____	_____	_____
Weekly Volume	_____	_____	_____
Weekly Appointments	_____	_____	_____

Comments: _____

