

# YEAR-END SALES **PLANNING QUIZ**



## **Feeling unsure about how to kickstart your year-end sales strategy?**

This quick quiz is designed to help you clarify your goals, develop a project plan, and identify the steps you need to take for a successful year-end sales push!

### **Have you set any preliminary goals for your year-end sales?**

- A** I haven't set specific goals yet, but I know having clear targets is crucial.
- B** I've thought about some goals, but they're not well-defined.
- C** I haven't considered setting goals yet.

### **Do you have a project plan in place to achieve your year-end sales targets?**

- A** I don't have a plan yet, but I understand the need for one.
- B** I've started thinking about a plan, but it's not concrete.
- C** I haven't started planning at all.

### **Are you clear on what tasks need to be prioritized to hit your year-end targets?**

- A** I'm not clear on the tasks yet, but I'm aware I need to prioritize.
- B** I have some idea of what's important, but I'm not fully confident.
- C** I haven't thought about task prioritization yet.

# YEAR-END SALES **PLANNING QUIZ**



**Have you considered what offers or promotions might best support your year-end goals?**

- A** I haven't planned any offers yet, but I know they're important for driving sales.
- B** I've considered a few offers, but I'm unsure which will be most effective.
- C** I haven't thought about offers or promotions at all.

**Do you know what channels you'll use to promote your year-end sales?**

- A** I haven't decided on promotion channels yet, but I understand their importance.
- B** I have some ideas, but I'm not certain which channels to focus on.
- C** I haven't thought about promotion channels at all.

**Have you identified how you will track your progress and adjust your plan as needed?**

- A** I haven't set up tracking yet, but I know it's essential for success.
- B** I've thought about tracking, but I'm unsure how to implement it.
- C** I haven't considered how to track or adjust my plan.





# MEASURING YOUR PLANNING READINESS

## Score Your Quiz:

**A** For each "A" answer, **give yourself 3 points.**

**B** For each "B" answer, **give yourself 2 points.**

**C** For each "C" answer, **give yourself 1 point.**

## Your Planning Level:

**15-18 POINTS** →

**You're ready to start planning and taking action!**

You understand the importance of setting clear goals, developing a project plan, and prioritizing tasks. Now, focus on turning your ideas into a detailed action plan.

**10-14 POINTS** →

**You have a general sense of direction but need more clarity.**

Start by refining your goals, building a concrete project plan, and identifying key tasks that will drive your year-end success.

**6-9 POINTS** →

**You haven't begun planning yet, but don't worry—there's still time!**

Begin by setting clear, actionable goals and mapping out a project plan that outlines what needs to be done and when.

