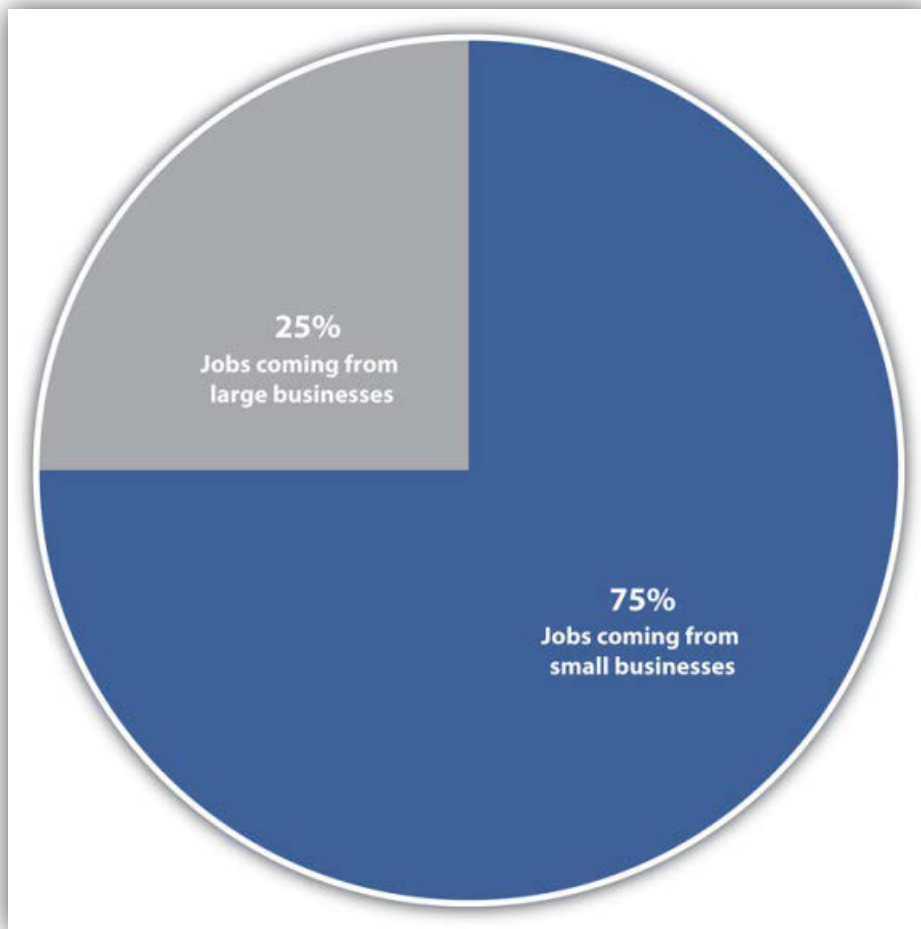
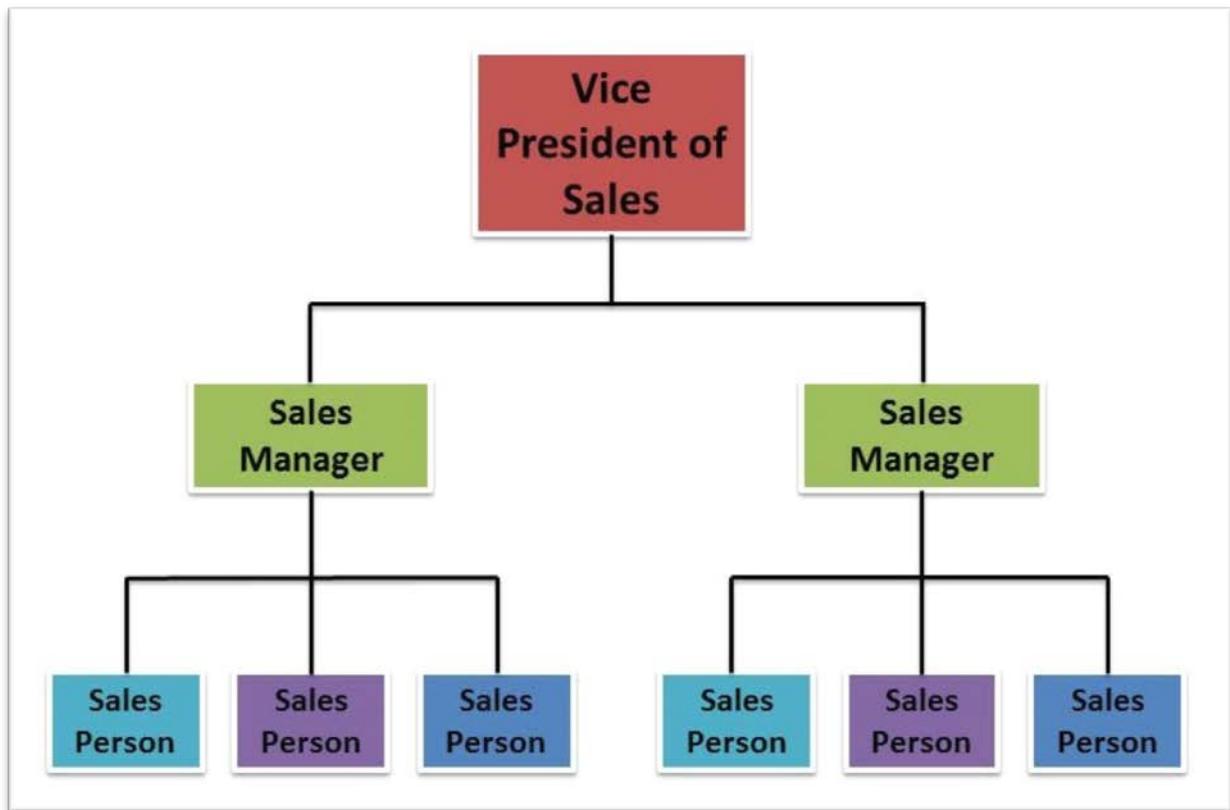


**Module 13 Entrepreneurial Selling
Unit 02 Entrepreneurship
Entrepreneurs and the Economy**



Percentage of new jobs added in America, according to the U.S. Department of State.

Module 13 Entrepreneurial Selling
Unit 04 Managing Yourself
Use Your Sales Manager



While each company is different, the basic structure of a selling organization is the same.

Module 13 Entrepreneurial Selling
Unit 04 Managing Yourself
Organizing and Prioritizing

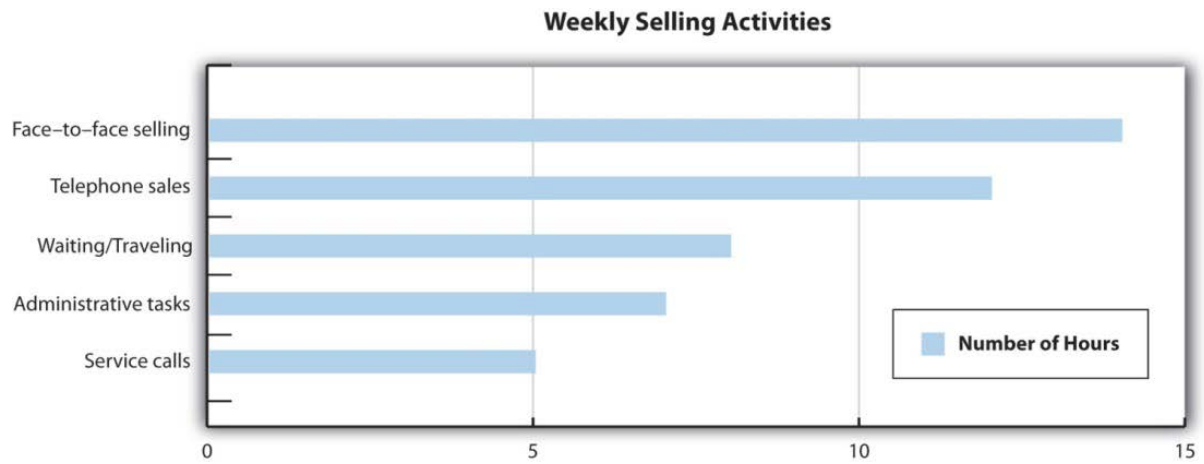
Customer	Current Sales	Potential Sales	Territory Section	# of Calls per Month (call cycle)
A	\$3,000	\$10,000	1	2
B	\$2,000	\$3,000	1	Once every other month
C	\$10,000	\$10,000	1	2
D	\$1,000	\$6,000	2	1
E	\$3,000	\$12,000	2	2
F	\$2,500	\$3,000	2	1

To plan your sales calls, you'll need a map and sales information by customer, and your call cycle. Identify the location of your customers. Then, divide your territory into sections (designated as one, two, three, etc.). This will become the basis of your territory management plan.

Module 13 Entrepreneurial Selling

Unit 04 Managing Yourself

Organizing and Prioritizing



General activities of salespeople in an average workweek.