

BDUtensils Thank You

Description

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BDU Client Visit Checklist

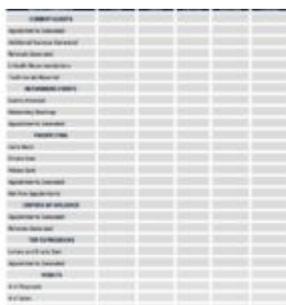
BDU believes that your clients are your gold and that you need to maximize opportunities within your existing clients. This tool provides a comprehensive checklist of everything you might discuss and accomplish when talking to your client base.



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BDU Goal Tracking Form

An easy-to-use tool that helps individuals, teams and companies track their progress for the next 30, 60 and 90 days against their well-defined activity and result goals for key focus areas.



BDU Key Metrics and Numbers

This tool allows you to easily analyze numbers in order to figure out the activity levels necessary to achieve desired results.

Below is this a numbers game. Once you can identify some key metrics, you can then figure out the activity levels necessary to achieve desired results. Fill in your information in the spaces below.

METRICS	EXPLANATION	YOUR INFO
Revenue per customer	Total revenue / # Customers	
Largest overall customer per customer	So every day you have made on your website or service per day	
Smallest overall customer per customer	The least you see this person on your website or service per day	
# Products or services sold	Top # products of offering	
# Products or services of offering sold	# Customers of offering	
Largest sales date	Largest sales date for offering of offering	
Smallest sales date	Smallest sales date for offering of offering	
Oldest date	# Products / # Sales	
Proposed date	# Appointments / # Proposals	
Costs to Customer	# Leads per get one decision maker for the phone	



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Author

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