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# OBJECTIVES Worksheets

## **SALES OBJECTIVE**





What is my sales objective for this opportunity? (Sales objectives should:

- **1**. Be for a specific product/service,
- **2. Be Measurable (i.e.**

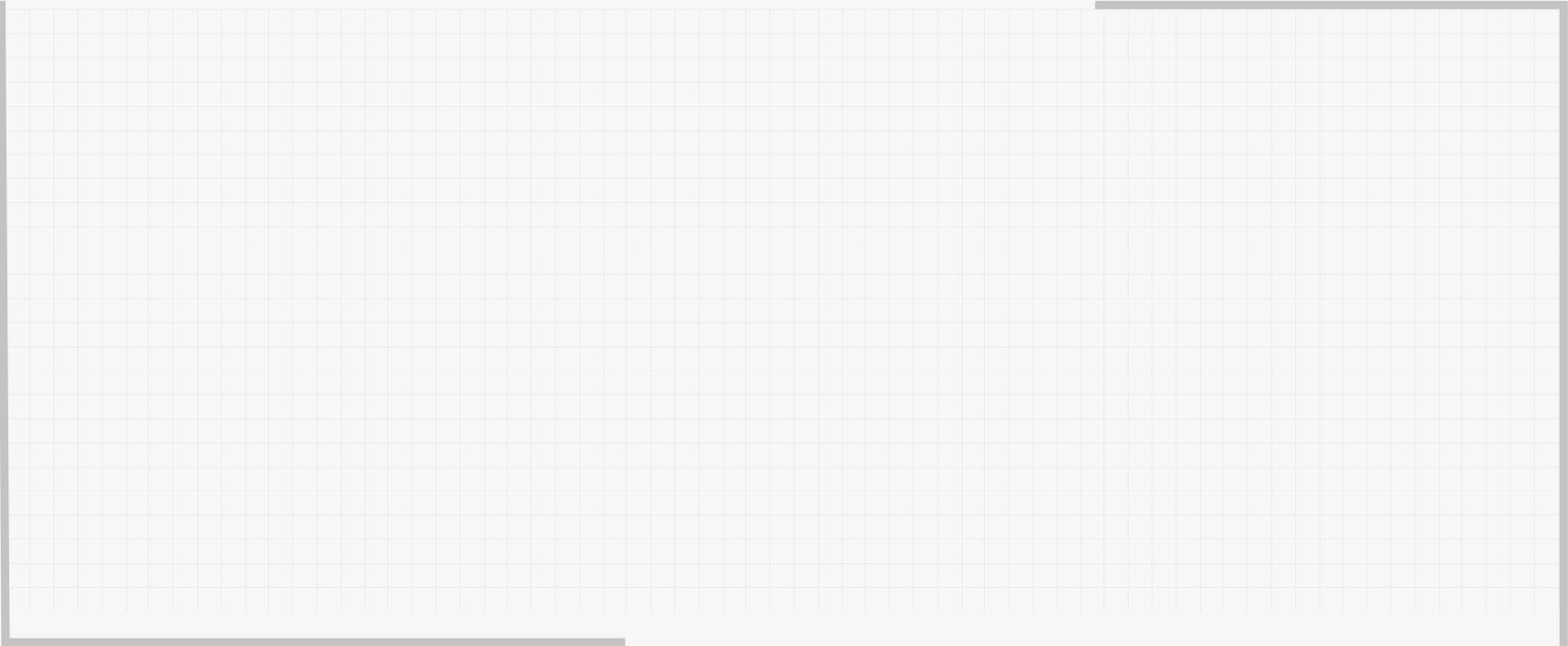
quantity),

- **3.** Have a target date for completion,
- 4. Be realistic from the client's perspective.)



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