

COACH'S DEVELOPMENTAL PLAN

To use this form: (1) click on cell, (2) type text, (3) use the tab key to move to the next cell.

Name:

Situation	Plan	
COACHING COMPETENCIES	ACTIONS STEPS FOR YOU	ACTION STEPS FOR YOUR MANAGER AND OTHERS
<ul style="list-style-type: none"> ➤ Current level of proficiency ➤ Evidence to support assessment 	<ul style="list-style-type: none"> ➤ What ➤ When 	<ul style="list-style-type: none"> ➤ What ➤ When
<p>1.</p> <p>1. BM2 Smith and I agree that he's doing a good job making a sufficient amount of attempts, however he has not been very successful with setting appointments and obtaining blueprint information from the prospect to determine if and when he should contact the prospect again.</p>	<p>1. Utilize phone script during phone prospecting to ensure that all the correct blueprinting questions are asked.</p> <p>2. Get mentally prepared and have some enthusiasm when talking to prospects over the phone.</p>	<p>1. Model a call for BM2 Smith to display the proper way to utilize the phone script.</p> <p>2. Monitor and provide both negative and positive feedback during BM2 Smith's phone prospecting.</p> <p>3. Follow up to analyze if the action plan is producing positive results.</p>
<p>2.</p>		

COACH'S DEVELOPMENTAL PLAN

To use this form: (1) click on cell, (2) type text, (3) use the tab key to move to the next cell.

Name:

Situation		Plan	
COACHING COMPETENCIES		ACTIONS STEPS FOR YOU	ACTION STEPS FOR YOUR MANAGER AND OTHERS
<ul style="list-style-type: none"> ➤ Current level of proficiency ➤ Evidence to support assessment 		<ul style="list-style-type: none"> ➤ What ➤ When 	<ul style="list-style-type: none"> ➤ What ➤ When
3.	<p>1. BM2 Smith completed two hours of phone prospecting and completed 60 attempts with 20 contacts and 0 appointments.</p>	<p>1. This action will start with the next planned phone prospecting.</p> <p>2. This action will start with the next planned phone prospecting.</p>	<p>1. This action will take place during BM2 Smith's next scheduled phone prospecting. 2/1/06</p> <p>2. This action will take place during BM2 Smith's next scheduled phone prospecting. 2/1/06</p> <p>3. 2/2/06</p>