

## Strategic Account Analysis

**Abstract**

MILLER  
HELMAN

SITUATION APPRAISAL		STRATEGY		ACTION PLAN	
Selling Organization Team Role: Spencer		Our View Now Last Year 1 Year 3 Years	Buyer's View  Field of Play's View Now Last Year 1 Year 3 Years	Single Sales Objectives (quantifiable and measurable) are identified (the first)	
Field of Play Strategic Players Role: Spencer	Position Relative to Us	Charter Statement		Sales/Support Programs	
<b>Where We Are Today</b>		<b>Goal Where We Want To Go</b>		<b>How We Will Get There</b>	
Field of Play's Trends		Objectives		Activity	
Field of Play's Opportunities		Focus Investments		Review LAMP Plan with Management	
Our Strategic Strengths		High Investments		Review LAMP Plan with Customer	
One Critical Vulnerability		Revenue Targets		Broad LAMP Plan (90 days)	

# Miller Heiman Account Plan Template

**Robert B. Miller, Stephen E.  
Heiman, Diane Sanchez, Tad Tuleja**

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**The New Strategic Selling** Robert B. Miller, Stephen E. Heiman, Diane Sanchez, Tad Tuleja, 2004 By eliminating fickle luck from the sales process and replacing it with proven visible repeatable skills this book offers a sure fire method for making the sale every time This expanded edition features the basic tenets from the first book plus a valuable array of new features

**Words on Cassette, 2002** R R Bowker Publishing, 2002      **Books Out Loud** , 2004

## Unveiling the Magic of Words: A Report on "**Miller Heiman Account Plan Template**"

In some sort of defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is really awe-inspiring. Enter the realm of "**Miller Heiman Account Plan Template**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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