

SALES & MARKETING PLAN

GOAL	TARGET	STRATEGIES	TACTICS / MESSAGES	CALENDAR	MEASUREMENT
Specific, measurable objectives to accomplish in an established time period.	Specific targets, reachable segments of people with similar needs or interests, motivations, demographics, locations, etc.	Strategies to attract the specific people or organizations you're trying to reach with a compelling offer that meets their interests/needs.	Tools or channels you'll use to reach your targets. What's unique about your story/product/services/bio/history that connects with your target audience? Which messages will be persuasive?	Specify which activities you will do daily, weekly, monthly or quarterly to achieve your goals. What time of day or day of week is most effective for each activity?	How will you track results? How will you compare the effectiveness of each tactic? How will you calculate the time/money/# of contacts it takes to attract/retain each customer/client?

GOAL	TARGET	STRATEGIES	TACTICS / MESSAGES	CALENDAR	MEASUREMENT

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