

**RAMP
UP!**

Your Reflection to *Revenue Grid*

INTRODUCTION

Welcome to Your Reflection to Revenue Grid!

In order to make progress we need to reflect on what happened in each sales interaction we have and fill any gaps for next time. Use this grid to reflect on what worked and what didn't, fill any learning gaps and integrate your new knowledge into the next conversation.

Make sure to fill out a **Reflection to Revenue Grid** after each call. Save it with the date and name of the person you spoke

with so that when you look back you can remember what the call was about.

Remember reflecting on what worked and what didn't enables you to pick up patterns and see where you need to improve. As you improve you make more sales and your income increases!

Observation	Reflection	Learning Gap Identified	Learning Gap Closed	Integrated