

COVID-19 RE-ENTRY CHECKLIST

MAY 2020

DEDICATION TO CLIENT SERVICE

We anticipate further announcements and guidance from government authorities to safety protocol changes due to COVID-19, and we have prepared a checklist to help you navigate through opening your business to your staff and the public. As the situation continues to evolve, please reach out to your Gillons advisor at any point with your questions or concerns.

PHASE 1

DATE WHO COMPLETED

PHASE 2

DATE WHO COMPLETED

PHASE 3

DATE WHO COMPLETED

PHASE 4

DATE WHO COMPLETED

Sales

Discuss and define new prospecting needs and how to accomplish them

Supporting a remote and mobile sales force

What KPI's are most meaningful to measure and how will you gain consistency

Review sales goals and objectives to proactively predicting other resource demands that will be needed

Differentiation - How will you cut through the noise and differentiate your team now?
Be specific.