

JCCS, PC
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Episode 6

Wrap-up – What does it all add up to?

SPEAKER PANEL

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EPISODE 6:
WHAT DOES IT ALL ADD
UP TO?



Analytics and Dashboarding

- Analytics
 - What does this actually mean?
- Dashboarding
 - How do we develop dashboards?
 - How are they helpful for decision makers?
 - How frequently should they be updated?



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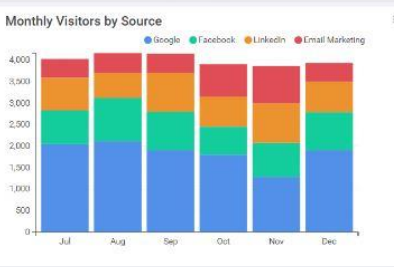
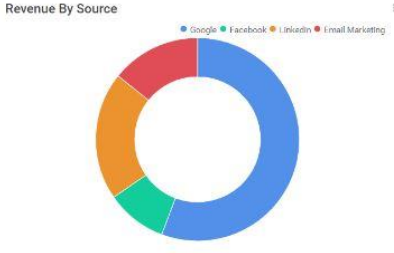
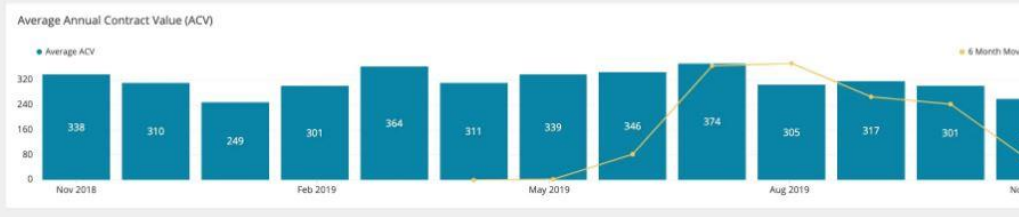
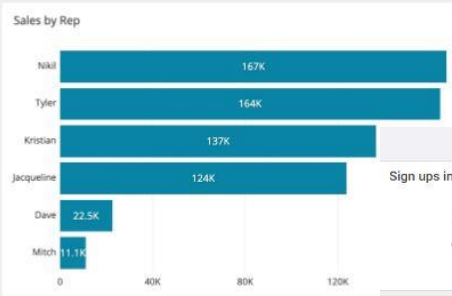
Sales Scorecard



Current Month Opportunities

Account	Sales Rep	Close Date	Closed Revenue	Days to Close
Fibrodyne Ltd	Kristian	Nov 15, 2019	\$349.93	44
GeoDash Inc	Jacqueline	Nov 15, 2019	\$79.96	46
Zonability Inc	Kristian	Nov 15, 2019	\$29.97	16
Avvo LLC	Nikil	Nov 14, 2019	\$79.96	36
bankobject.com LLC	Nikil	Nov 14, 2019	\$39.98	53
BuildFax Corp	Tyler	Nov 14, 2019	\$19.99	26
Computer Packages Inc Inc	Tyler	Nov 14, 2019	\$59.97	18
Average	---	---	\$297.40	33

View all 2,102 rows



Top Performing Support Agents

Agent	Total Calls	Calls Answered	Resolved
Alex	90	90	90
Bob	104	100	79
Cindy	112	110	100
Dana	91	90	89
Eric	100	90	80
Janet	109	90	89

Forecasting and Preparing for Future Events – (Cloud Ecosystem)

- Forecasting
 - How is forecasting different from budgeting?
 - Why should a business forecast?
- Preparing for the future
 - Why is this important?

Partnering With a Business Advisor

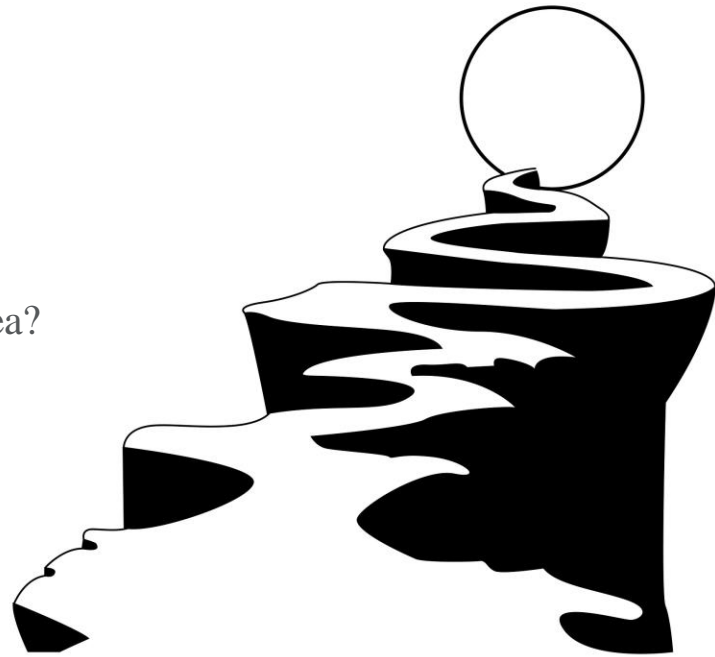


Episode 6

Preparing for a Future in Line With Your Goals

Goals

- Why do we set goals?
- Should everyone set goals?
 - When is goal setting not a good idea?
- Do goals have to be financial in nature?



QUESTIONS?

FINAL THOUGHTS?



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