Your Top 10 Strategic Accounts (in order of priority)

**Please color code the account name GREEN if we have a signed deal, YELLOW if we had a meeting, and RED if you haven't even introduced yet.*

ACCOUNT NAME	BUDGET & PLANNING SEASON	KEY PRIORITIES (E.G. New Products, Services, Initiatives, & Campaigns)	TEAMS & PEOPLE WE'VE MET	TEAMS & PEOPLE WE NEED TO MEET	NEXT STEPS