

The-StaffingCoach presents;

Get Sales NOW! *For Staffing*

A 90-Day Program...to Improve Prospecting & get more appointments every week !

My sales people:

- Don't prospect enough
- Prospect in their spare time
- Stop prospecting when things get busy
- Suffer from roller-coaster monthly sales figures
- Would benefit from improved time management skills
- Need help establishing a structured sales process

Sound familiar? - The Get Sales NOW! program will transform your sales people into prospecting machines. It focuses on improving the quality of the prospecting call while monitoring your sales people and holding them accountable for weekly sales activity.

There is nowhere to hide!

We teach how to:

- Systematically prospect for new clients
- Write a killer prospecting letter
- Get around voice mail
- Research a prospect
- Make the best use of selling time
- Avoid being a "me-too" staffing provider
- Overcome objections

The Get Sales NOW! program is the fastest way to drive sales activity. And sales activity becomes sales volume. It gets appointments (how does an average 2-3 appointments with new clients per week sound?) and teaches good habits. Your reps are held accountable for their weekly activities. It works for the new rep and the veteran, and it is completely guaranteed.

Join Get Sales NOW! for the Staffing Industry

To learn more, call Jim Della Volpe, The-StaffingCoach at 781 749 5181. A new prospecting class forms each month. You can even sit in on a live conference call free of charge and hear for yourself how effective the program can be. The key to prospecting is to follow an effective program with persistence.

Call today!

The-StaffingCoach

781 749 5181

www.The-StaffingCoach.com

Jim@the-staffingcoach.com



Here is what clients say about the program

- “I am being held accountable for my sales activity and, as a result, my activity level is way, way up. All I needed was a push in the right direction.”
- “This program works on both the quantity and quality of sales calls. Working with my Coach gives me the opportunity to plan and set goals while the conference calls allow me to interact with others in the same boat. *It just plain works!*”
- “The program has allowed me to get 2-3 appointments per week with NEW contacts. This week alone, I have a big appointment that could easily turn out to be a \$100,000 deal.” “The process of following up on the letters and phone calls with drop ins has generated some fantastic results. This is absolutely amazing. Simple persistence has paid off. It can't be this easy!”
- “It's all about momentum. My rep needed a kick and this program pushed, pushed, pushed for more and better activity.”

Here's how it works:

- Sales people are instructed to come up with 10 new prospects each week;
- Each prospect is put through a four week process of selling activity designed to stimulate new business appointments;
- At the end of each week, participants are required to fax a simple Sales Grid validating completion of the week's selling activities to Print Tec;
- Once each month, sales people participate in a small group conference call where lessons are delivered (how to overcome voice mail, sales organization tips, etc.) discussions are held, ideas are shared, and networking for dealing with common sales issues is conducted;
- Once each month, private phone coaching sessions are held between one participant and The-Staffing Coach. Here, we perform additional work on the quality of the sales call and provide suggestions based on the agenda put forth by the participant's boss at time of registration. Reports of each call go back to the owner or manager that summarize the conversation, offer recommendations for improvement, highlight any areas of concern, and provide a launching pad for the next month's conversation.

Here is WHY it works:

- We are holding the reps accountable;
- We stress time management;
- We evaluate and motivate;
- The prospecting program we teach simply works;
- We have done this seven years, know the problems they are likely facing and have ideas for overcoming them;
- We teach them how to deal with voice mail, how to make a powerful introductory statement, and how to overcome objections like, “We already have a staffing provider.”

There are many benefits of the Get Sales NOW! program for Staffing and it has proven to be spectacularly successful since its introduction for the Printing Industry in 1996. One of the nicest parts has been its flexibility. Sales people of all experience levels and *areas of focus* can be accommodated. New sales people have a great variety of needs but veteran reps might only need subtle corrections and a motivational push. The results? We have a long line of success stories. A new Get Sales NOW! For Staffing program begins monthly. I personally guarantee the effectiveness of the program or else you receive a full refund. Are your reps doing the job you'd like them to do?

Jim Della Volpe, *The-StaffingCoach*
781 749 5181 or jim@the-staffingcoach.com

“As a direct result of this program, I brought in over \$200,000 in new business last year (2002).”
Greg Hennessey
Digicon Imaging