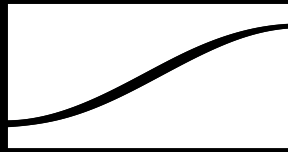


SFAGNA



LEADERSHIP

PERFORMANCE SOLUTIONS



Team Leadership
Sales Leadership
Life Leadership
Organizational Leadership

TEAM LEADERSHIP

PERFORMANCE SOLUTIONS



Great leaders command and influence performance in others greater than they could achieve on their own. They use their leadership and position to inspire work ethic, dedication, and teamwork to remove all barriers to individual, team, and company success.

KEY "HOW TO" BENEFITS OF THIS REPORT

- Build an Elite Sales Force and Support Team.
- Bring the Best People, Training, and Processes together.
- Develop the People you Have, Recruit the People you Need.
- Build a Culture of Winning and Excellence.
- Inspire Individual and Team Excellence, Loyalty, and Dedication.
- Raise the Performance Readiness Level of your Team.

Great Teams are the result of Equipping and Bringing all of their Players together as One in the Pursuit of Excellence and Common Goals.

SALES LEADERSHIP

PERFORMANCE SOLUTIONS



Sales personnel and their activity need to be managed to peak perform. One way to ensure selling excellence is establishing systems of accountability, control and support. Providing the tools needed to be productive is important, but managing productivity is essential.

KEY "HOW TO" BENEFITS OF THIS REPORT

- Strengthen Sales and Desk Management Processes.
- Increase Individual and Team Sales Productivity and ROI.
- Increase Closing Ratio and Gross Profit Margins.
- Increase Prospect Follow-Up Appointment Success Ratio.
- Reduce Business Loss due to Poor Prospect Follow-Up.
- Reduce Business Loss due to Under Utilization of Assets.

We provide Individuals and Companies with a Leadership Playbook and Strategy for Achieving their Sales, Gross Profit, and Customer Satisfaction Goals.

LIFE LEADERSHIP

PERFORMANCE SOLUTIONS



Leaders in all walks of life carry with them a big responsibility. Not just in the managerial or administrative aspects of their position, but in the influence they have on the people they care for and lead. Whether in business, academia, public service, or as a parent the example they set can impact them for a lifetime.

KEY "HOW TO" BENEFITS OF THIS REPORT

- Be the Example others need to See to Believe in you.
- Promote the Character and Integrity you want others to Live by.
- Raise up Strong Leaders from amongst your Ranks.
- Help others see the Possibility in who they can Become.
- Inspire others to Give more than they Think they have or can.
- Buildup the Hope and Belief others need to Become their Best.

Becoming a Selfless Leader, someone who Serves the needs of those around them as Coach, Mentor, Teacher, or Employer is more about Character than about Skill.

ORGANIZATIONAL LEADERSHIP

PERFORMANCE SOLUTIONS



Leadership Structure, Discipline, and Systems of Accountability that ensure the Full Utilization of Resources are key components for building a high-powered organization. Integrating sales and management processes that work together as one is essential to individual, team, and company success.

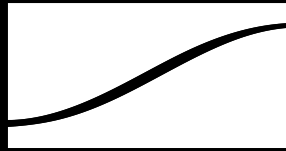
KEY "HOW TO" BENEFITS OF THIS REPORT

- Sell your Vision and get others to Buy in and Support it.
- Build Team Chemistry and Sales Synergy on the Sales Floor.
- Protect Employee Morale, Loyalty, and Retention.
- Increase Workplace Enthusiasm and Productivity.
- Turn Employee Down Time into Income Earning Time.
- Reach and Grow your Company's Peak Selling Capacity.

Fill holes and close the Performance Gaps that exist within your Business Infrastructure that can prevent you from Achieving your Company's Sales Goals.

SFAGNA

Excellence Without Compromise™



**Take the Steps Required to
Become Your Best!**