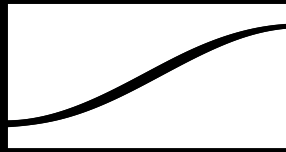


SFAGNA



SALES

PERFORMANCE SOLUTIONS



Sales Training
Selling Procedures
Personnel Staffing
Sales Operations

SFAGNA

SALES TRAINING

PERFORMANCE SOLUTIONS



How good you become is dependent upon how good you want to be and how well you prepare. Performing at a level you have never reached before requires training that is capable of challenging you beyond the limits of your experience and ability.

KEY "HOW TO" BENEFITS OF THIS REPORT

- Raise your Selling Awareness and Sales IQ.
- Strengthen your Resolve to Achieve your Goals.
- Handle and Close your most difficult Prospects.
- Get the Know-How to Succeed with any Selling Opportunity.
- Increase your Capacity to Grow your Career and Income.
- Become an Elite Salesperson or Sales Manager.

We Solve Sales Training wants and needs unique to each Industry and Product. Individuals receive the Solutions required to Excel in their Position and within their Market.

SELLING PROCEDURES

PERFORMANCE SOLUTIONS



The cost of business lost by due to an inability to solve the selling problems that arise daily often exceeds the sales volume and revenue they generate. Finding solutions to these challenges is key to capturing the Growth Opportunity that is available from them.

KEY "HOW TO" BENEFITS OF THIS REPORT

- Turn Down Time into Income Earning Time.
- Get more Appointments to do Business.
- Obtain more Commitments to Purchase.
- Close Selling Opportunities you are currently missing.
- Retain Gross Profit that is falling through the Cracks.
- Produce continuous and sustainable Sales and Income Growth.

We provide the Solutions you need to Solve your Most Difficult Selling Problems and Capture the Business Growth Opportunities that exist within your Market.

PERSONNEL STAFFING PERFORMANCE SOLUTIONS



Building a sales team that performs at a high-level requires more than recruiting and placing warm bodies on the front line. It requires filling your positions with people that are well-trained and qualified to excel within your industry, company, and market.

KEY "HOW TO" BENEFITS OF THIS REPORT

- Attract, Hire, Develop, and Retain your Industry's Best Talent.
- Develop the People you have, Recruit the People you need.
- Build a Sales Team of Highly Qualified Sales Personnel.
- Reduce your Company's Sales Department Turnover.
- Reduce the Cost and Loss of Business due to Poor Hiring.
- Inspire Loyalty, Team Chemistry, and Employee Morale.

We help Companies attract the Best Candidates for their Industry, Products, and Market, while Strengthening existing Sales Staff Performance and Synergy.

SALES OPERATIONS

PERFORMANCE SOLUTIONS



Systems of Accountability and the full utilization of individual and company resources are key components for building a high-powered Sales Organization. Integrating Sales and Management Processes that work together is essential to selling success.

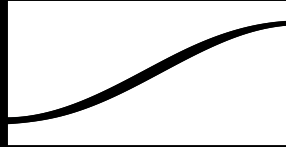
KEY "HOW TO" BENEFITS OF THIS REPORT

- Increase New Incoming Sales Traffic Closing Ratio.
- Reduce Business Loss due to Under Utilized Assets.
- Increase Sales Personnel Productivity and ROI.
- Reduce the Loss of Business due to Poor Prospect Follow-Up.
- Improve Sales Performance in all areas of the Selling Process.
- Reduce the risk of Poor CSI and Future Business Loss.

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

SFAGNA

Excellence Without Compromise™



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