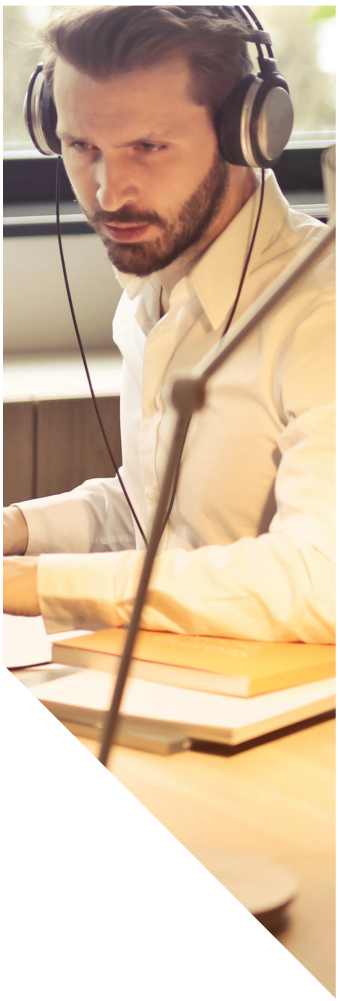
TTI SUCCESS INSIGHTS®

Level Up Your Sales Team

TARGET SELLING INSIGHTS

Is your sales organization performing to its fullest capacity? Maximize your team's ability by fully understanding the strengths and areas for growth for each team member.



Your Sales Personnel Are In Control of Your Company's Success

There's a big difference between selling and taking an order. Creating relationships and nurturing them over time create customers for life. **Achieve these results by answering these questions:**

- Do they know how to sell?
- How thoroughly do they understand the process of selling?
- Do they have characteristics of top performers?

Target Selling Insights answers and addresses these questions, while providing valuable feedback as the person reviews their results. This hands-on report not only assesses, it improves areas of weakness so a person can improve one area at a time.

PROVIDED BY:

Precision HIRING & DEVELOPMENT

800.875.7599 www.precisionhiring.com

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Focused Training

Knowing the strengths and weaknesses of your team members will help you craft very focused training on the areas that need improvement for specific salespeople.

Targeting the Six Categories of Sales Strategy

T - Target - Identifying the prospects

A - Adapt - Create an initial rapport with the prospect during the first face-to-face encounter

R - Research - Detailed questioning to uncover prospect's needs

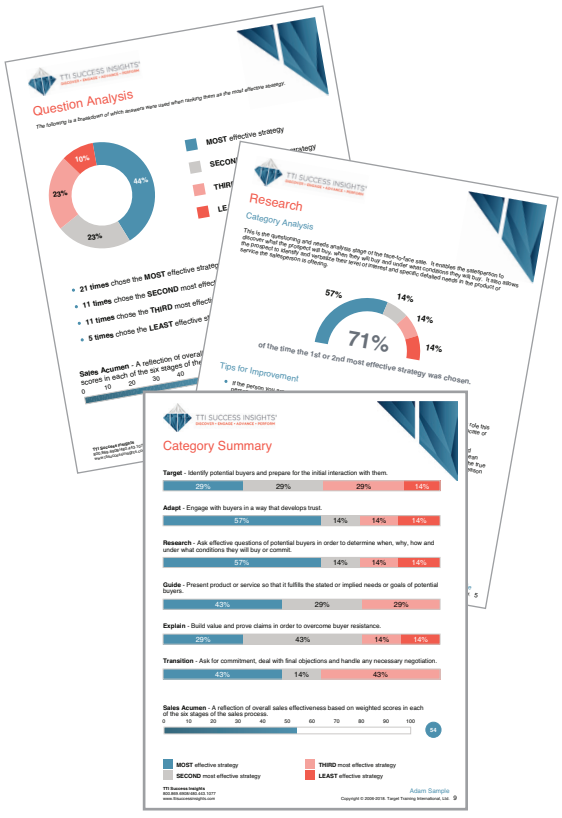
G - Guide - Presentation of salesperson's products in a professional manner

E - Explain - Building value and creating trust in salesperson and person's company

T - Transition - Asking for the sale, dealing with objections and handling negotiation

How Target Selling Insights Can Benefit You

- Breaks sales process down into specific steps to improve sales process
- Identifies strengths and weaknesses of each team member
- Allows managers/trainers to focus on specific areas for improvement
- Builds confidence in sales team to produce results
- Provides helpful learning and development opportunities in each specific part of the sales cycle



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