

Make Hiring and Managing Sales Teams SIMPLER AND SMARTER

Imagine having a sales team all with the same sales competencies, speaking the same language and heading in the same direction...

The **HDR** High Impact Sales Program utilizes a unique blend of a selection and development assessment that fills the gap between the resume and the interview as well as a 180-degree feedback system taking the place of traditional reviews.

Our assessment focuses on an individual's approach to the following critical sales practices, helping you gain insight and confidence in hiring the right salespeople:

- Prospecting
- Initiating Contact
- Building and Maintaining Relationships
- Closing the Sale
- Self-Starting
- Resourcefulness
- Coachability
- Working with a Team

Our Feedback System includes 7 Sales Competencies with 19 Supporting Skill Sets:

- Entrepreneurial Approach
- Understands the Prospect
- Develops Appropriate Solutions
- Prospects Proactively
- Manages the Selling Process
- Closes the Sale
- Manages Sales Relationships

It's easy to get started:

- 1) CONTACT ME NOW TO LEARN MORE.**
- 2) Implement our valuable program.
- 3) Increase the effectiveness and profitability of your sales team.

You **CAN** have a sales team producing at the levels you need and deserve.

55% of the people holding sales positions have little or no ability to sell, while another 25% have sales ability but are attempting to sell the "wrong" product or service.

Harvard Business Review



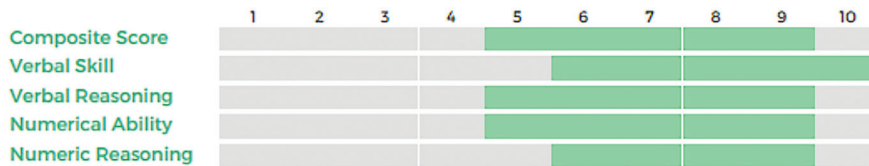
Michael J Colitti, SPHR, SHRM-SCP

PERFORMANCE MODEL For Sales (General)

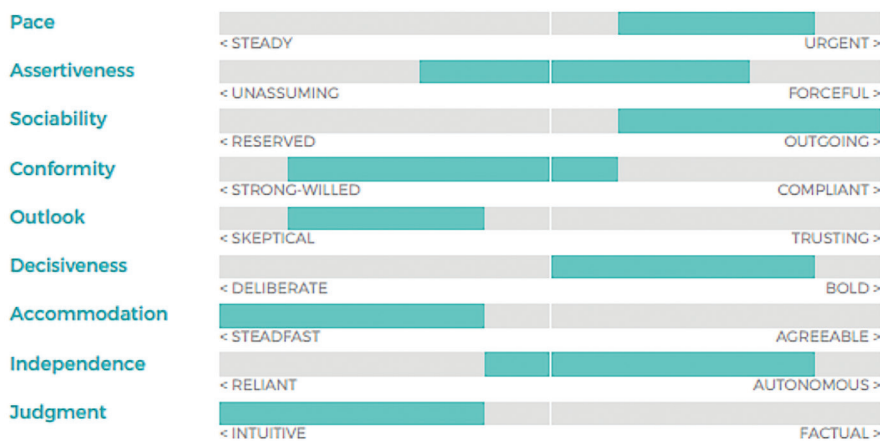
* Specific Performance Models can be developed for Inside/Outside Sales in any industry

The highlighted ranges represents the Sales (General) Performance Model.

THINKING STYLE



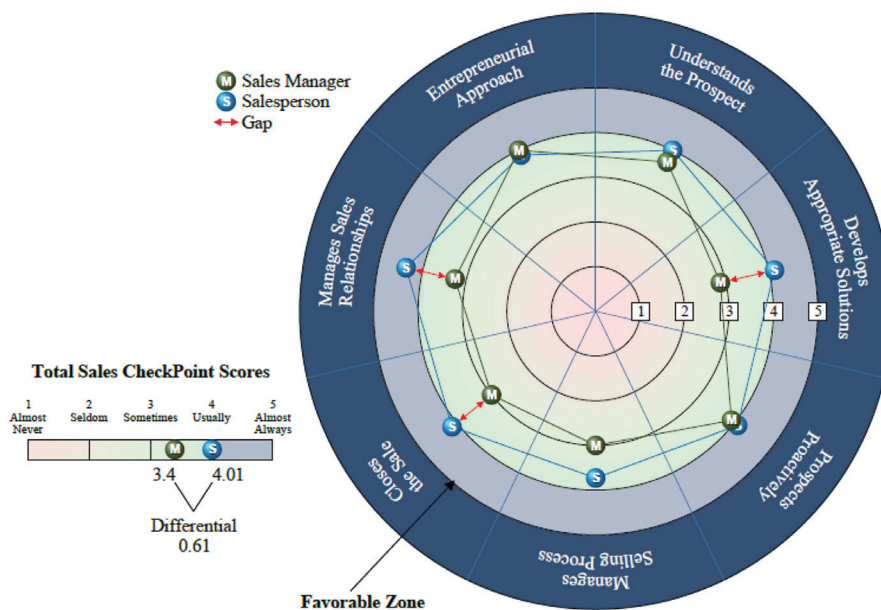
BEHAVIORAL TRAITS



TOP INTERESTS

1-ENTERPRISING 2-PEOPLE SERVICE 3-CREATIVE

Identify the specific traits that make a salesperson successful in *YOUR* company and then hire for those traits.



Keep your sales team speaking the same language and heading down the right path together