



I used this system on my sales team and saw results. We increased our sales 62% over the first quarter!"

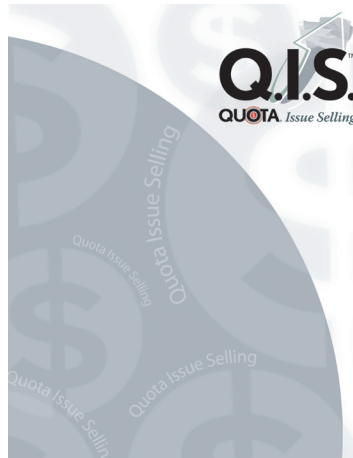
**MR. KARL DE NIE,
DIRECTOR OF SALES,
STICKY MEDIA**

QUOTA® SYSTEM PROGRAMS

Quota® Issue Selling™

A key challenge facing sales people today is to be seen as a partner vs. a commodity vendor. In order to achieve this relationship, professional sales people need to access senior level decision makers and sell their products/services as strategic tools.

Building on the core foundational skills of Quota®, QIS™ (Quota® Issue Selling) is an advanced half to full day strategic selling program that takes your Quota® graduates to new levels of sales performance!



QIS™ teaches:

- How to analyze your client's business issues
- Understand the strategic planning process
- Recognizing how your product/service addresses organizational needs/levels
- Use the unique QIS™ Call Sheet to record/track your client's strategic and operational goals

QIS® follows the same fun and team-building process used in other Quota® programs to ensure your team seamlessly integrates their core sales skills and training into an advanced level of sales performance!