

THE WORLD OF SALES IS CHANGING.

EMPLOYEE
Turnover

CONSOLIDATION/
ACQUISITIONS

SUPPLY CHAIN
Challenges

VIRTUAL
Selling

GLOBAL
Competition

ENTRY LEVEL
Education

DIGITIZATION

CLIENT
Expectations

5-GENERATION
Workforce

Quota® INTERNATIONAL is pleased to announce an acclaimed new tool to ensure you outpace your competition and targets!

SALESBOOST™


This European Program has shown outstanding results by focusing your sales teams on their Top 10 Accounts. Spread out over 6 months, this online process ensures your teams are focused, and trained, on how to generate increased revenues and profits from your key accounts.

2 Questions to ask yourself:

- 1) 'What percentage of my annual revenues are coming from my Top 10 Accounts?
- 2) 'What would an increase of 10-25% of revenue from these accounts do to my target?

The SALESBOOST™ Program follows an intense structure to ensure each team...and account... realize outstanding performance objectives. The SALESBOOST™ Model utilizes a disciplined virtual coaching structure to keep your account teams focused and performing at the highest levels.

TIMELINE						
	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6
LEADER'S CHECKPOINT	Pre-Kick-Off Brief	Leader Brief	Leader Brief	Leader Brief	Leader Brief	Leader Brief
TEAM KICK-OFF	Team Kick-Off Meeting					
ACCOUNT RECONNAISSANCE	ACCOUNT RECONNAISSANCE (GRACE, Download, Team Structure, Review, Key Account, TOP 10) Meetings	ACCOUNT RECONNAISSANCE S-M-L Priorities and Sales Growth Plan	Tool Kit, Diagnostic (SMART Goals) Meeting	Account Plan (SWOT, Strategies, Team Member Roles) and Contact Matrix		
ACCOUNT APPLICATION			Optional Tasks Assessment	Progress Meeting #1	Progress Meeting #2	Progress Meeting #3
AWARDS CEREMONY						
SKILL BUILD	Ongoing	Ongoing	Ongoing	Ongoing	Ongoing	Ongoing



The SALESBOOST™ Program begins with a **ACCOUNT RECONNAISSANCE** that establishes which Key Accounts should be classified 'Top Ten' and what Account Performance Priorities will be set.

YOUR SITUATION

You have ambitious growth plans and know a changing business world needs a changed approach to winning, keeping and growing customers

1

ACCOUNT RECONNAISSANCE 1

A one-hour GRACE meeting to agree on scope
GOALS, RESULTS, ACTIVITIES, CONCENTRATION OF EFFORT, EFFECTIVENESS

2

ACCOUNT RECONNAISSANCE 2

Download meeting takes a deep dive to validate and agree where you want to get to from where you are today. Select strategic accounts.

3

ACCOUNT RECONNAISSANCE 3

Balance Check: What are your priorities and how you get from here to there.

4

ACCOUNT RECONNAISSANCE 4

Sales Growth Plan provides you with a robust set of options to achieve your intended performance and results. Decide one of four ways forward:

ACCOUNT APPLICATION

Work together over 6 months on selected accounts

The SALESBOOST™ Program identify key SkillBuilds required by your team and integrate the training into their ToolKit and SkillBuild training modules.

SKILLBUILD

PRICE

VALUE
SELLING

TRUST

MANAGE
COMPLEX DMP

SALES FOCUS
MATRIX

HYBRID
SELLING

COACHING IN
SAM

CROSS
SELLING

TERRITORY
MARKETING

ACCOUNT
PLANNING

MEASUREMENT

TIME
MANAGEMENT

Continual Follow Up and Coaching take place over a 6-month period with emphasis on Account Leader/Team application of strategies and tactics.

The entire SALESBOOST™ Program culminates in a project end celebration (4 Awards) reinforcing skills/teamwork/results.

ACCOUNT APPLICATION





I N T E R N A T I O N A L

The Leader in Sales Gamification

To learn more about
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SALESBOOST™ Program
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