

Cloning the Million Dollar Sales Rep

A million, multi-million, or a billion – you get the idea – SUCCESS! You have a great sales representative. They lead and have always lead the rest of the sales team - maybe you're lucky enough to have one or two other sales representatives nipping at their heels. The rest of the pack is slugging along at or below expectations.

Don't you wish you could clone your best sales rep? But what is it that makes someone good at sales? With that knowledge, you could impact your current sales forces and hire right every time? This program is a multi-dimensional program designed to give you the insights and skills to clone your best sales representatives.

In this session you will learn to:

- Separate personal characteristics from sales characteristics
- Identify the skills used by successful representatives
- Identify success qualities for your new hires

In order to clone your million dollar sales representative, it requires you to identify true sales skills, separate out personal characteristics, train the skills, change behaviors, and reward sales actions before the actual results show up in orders. This program will give you the skills to maximize the results of your entire sales force.

You can clone your best sales reps: This program will show you how.

You'll learn ways to...

- Determine subtleties that make a big difference in results
- Improve even your best sales reps and weed out *order takers*
- Impact reps not under your direct control.

You and those that attend with you will learn new ways to....

1. Approach sales planning.

Learn to plan with the end in mind and cut wasted time and effort.

2. Qualify quickly.

Insure that you are in front of the right people at the right time – maximize results.

3. Separate personal characteristics from sales characteristics.

Focus on the true sales skills behind different approach and delivery styles.

4. Change behaviors and teach great sales skills.

Teach your sales reps to be less smart and more successful

5. Provide the skills for constant self-improvement.

Learn tools to develop sales and sales management mastery.



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