

Successful Selling Solutions for your Future – Now!

There are many challenges in selling products and services in today's market including: -

- ▶ Achieving sustainable growth and profits.
- ▶ Forecasting sales revenue accurately.
- ▶ Ensuring that sales people are effective!

Losing sales that could be won or focusing time in the wrong areas costs companies millions of pounds every year! Avoiding negative financial surprises must be a constant priority! How can we help?

Our Sales Consultancy identifies where you are, where you would like to be *and* how to get there. This is achieved through an AMR programme of Assessment, Modification and Recommendation. It involves benchmarking current sales processes to give you a path to become even more successful.

Sales 2 Success has been synonymous with sales improvement and has spent many years helping companies increase sales and achieve real growth.



Julian Clay, (Managing Director of Sales 2 Success Limited) "is a master of the selling process. By coupling powerful questioning techniques with his sales forecasting method we have revolutionised our sales process." - Lawrie Siteman, Managing Director, IDS Group

Our Sales Forecasting will help you predict and deliver accurate sales figures. It will take out the guesswork; improve objectivity as well as confidence levels. These are key components in meeting and exceeding sales performance targets.

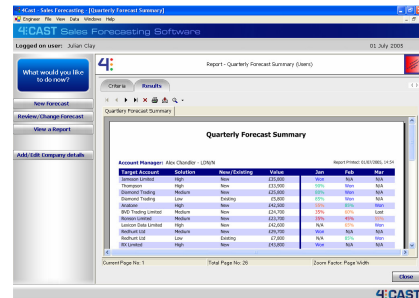
4CAST is easy to understand and highly effective. It will make it much easier to establish whether a sale is going to be made and if not, the areas which need to be developed to successfully close it.

There is a strong link between being effective and increasing sales and **4CAST** helps to achieve this. Its methodology will help you to define a worse, average and best case scenario of possible outcomes. This will help you to define where you are in the sales process.

It will also make it easier for users to prioritise on the right target accounts!



4CAST improves your sales pipeline by breaking it down into component parts. It also tracks forecasts and measures these against real outcomes.



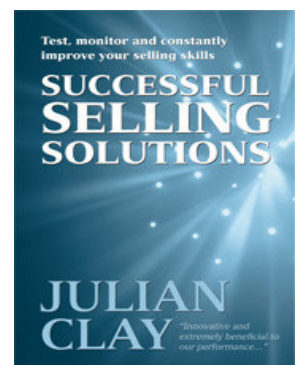
With a number of reports, users will ensure that they maximise their time by focusing on the right sales opportunities. They will get a development path for every individual company forecast.

Our Sales Development programmes can be tailored to your market and your needs. They help to identify skill levels and can be used to coach and train people to reach their potential. Doing this will make it easier to: -

- ▶ Build strong multi-level business relationships.
- ▶ Distinguish you from your competitors.
- ▶ Maintain high levels of motivation and focus.
- ▶ Improve sales performance!

With reference to methods in the book 'Successful Selling Solutions' you can be reassured that knowledge and experience underpin the sales development processes.

"Innovative and extremely beneficial to our performance both in terms of skill sets but particularly in increasing confidence levels within our teams of sales people."
- Andrew Pendrigh, Director, James McNaughton Group



Reinforce successful sales behaviour!

If you want to improve your company's profile in the market, develop your people's selling skills and make exceeding targets (even in a flat market), easier to achieve, contact Sales 2 Success and find out what we can do for you!