

## Accelerate Your Company's Sales Performance...

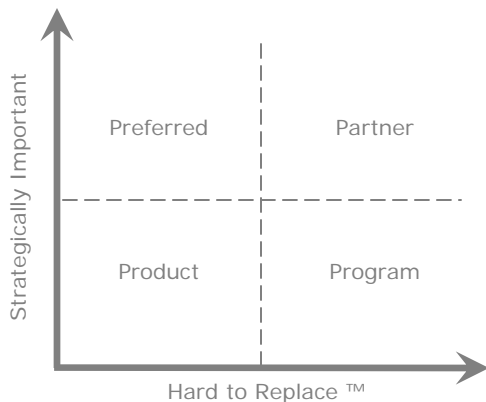
"Before Z Factor, I had all the pieces but I didn't know how to put them together. Now I have a game plan and can see the whole game board."  
~JO **84% increase in sales**

"I think and speak with a different approach now. If you would have told me a year ago that I would have tripled my income in one year I would have said there's no way. I'm amazed." ~NG

"I am better able than ever before in my career to align the right resource, people, products, and programs to produce the right results for my clients." ~ SH **82% increase in sales**

"Now I know what it means to be in partnership with my clients. I have taken my best client and I'm doing even more business than ever before. I'm ready to do it again!" ~ JY **146% increase in sales**

"My business has increased significantly. I was already doing well, but now I'm doing incredibly well. Even though my sales have grown, this growth has not strained my day to day activity." ~NG



**Does your sales team know how to be both Strategically Important and Hard to Replace with prospects and clients?**

**ZFactor is a simple tool that helps salespeople...**

- Quickly understand a prospects needs.
- Utilize the right resources, at the right time, to close more sales.
- Leverage their knowledge, experience, and skills to increase sales results.

## What challenges do you face with your sales team?

- |  |   |
|--|---|
| <input type="checkbox"/> Accelerating the onboarding of new sales people | <input type="checkbox"/> Gaining a solid understanding of sales process |
| <input type="checkbox"/> Improving focused prospecting activities        | <input type="checkbox"/> Increasing sales with established customers    |
| <input type="checkbox"/> Working a winning sales plan                    | <input type="checkbox"/> Consistently uncovering new opportunities      |
| <input type="checkbox"/> Achieving and exceeding goals                   | <input type="checkbox"/> Increasing value added partner sales           |
| <input type="checkbox"/> Improving closing ratios                        | <input type="checkbox"/> Duplicating high-performer success             |
| <input type="checkbox"/> Building sales leaders who inspire others       | <input type="checkbox"/> Improving sales management                     |

**ZFactor enables the sales person to reveal and release their untapped sales potential. Make a 20 minute time investment to learn how ZFactor can enable your sales team to realize 30 – 80% sales growth.**

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