

2010

Jason Kleid, LLC

TRACK SELLING SYSTEM SALES IMPACT SURVEY

The purpose of this survey is to evaluate how helpful the Track Selling System has been in helping your organization to gain more appointments, increase sales volume and close more sales.

Summary Conclusions:

This anonymous survey has provided an opportunity to hear from both producers and their managers. It is obvious that the great majority have benefited in a number of ways by mastering the various elements of the sales process as taught and promoted by the Track Selling System™.

As management reads this survey they can feel confident that an investment in developing their sales team will pay off.

- 91.5% feel that TSS has positively impacted their performance.
- 84.7% have been able to sell to new customers
- 76.3% have credited the TSS system with a 10% or greater increase in their sales, even in a down market. For TSS training ROI: Multiply a salesperson's yearly sales by 10%.

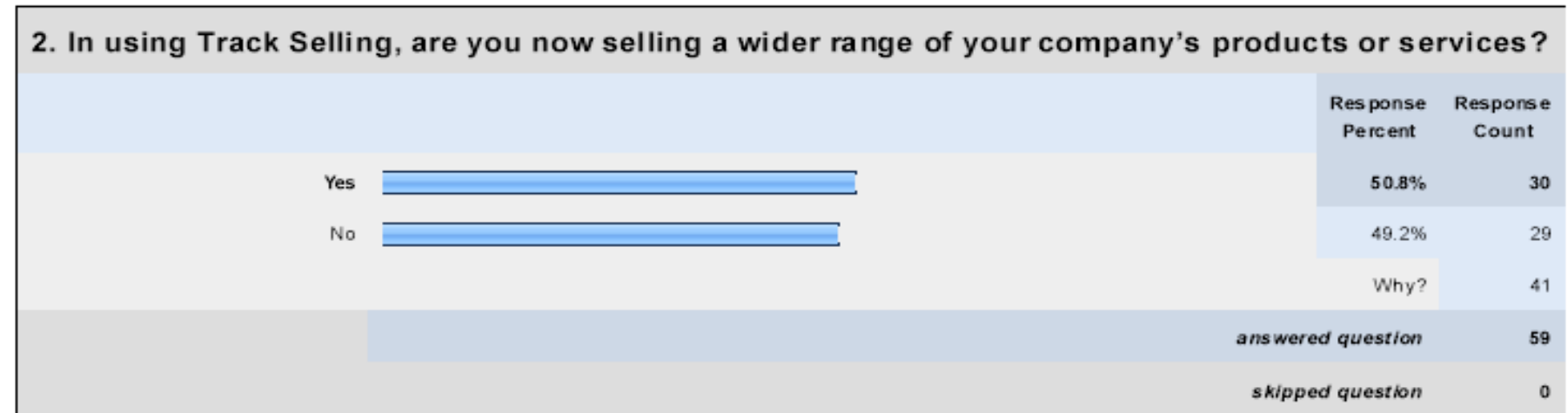
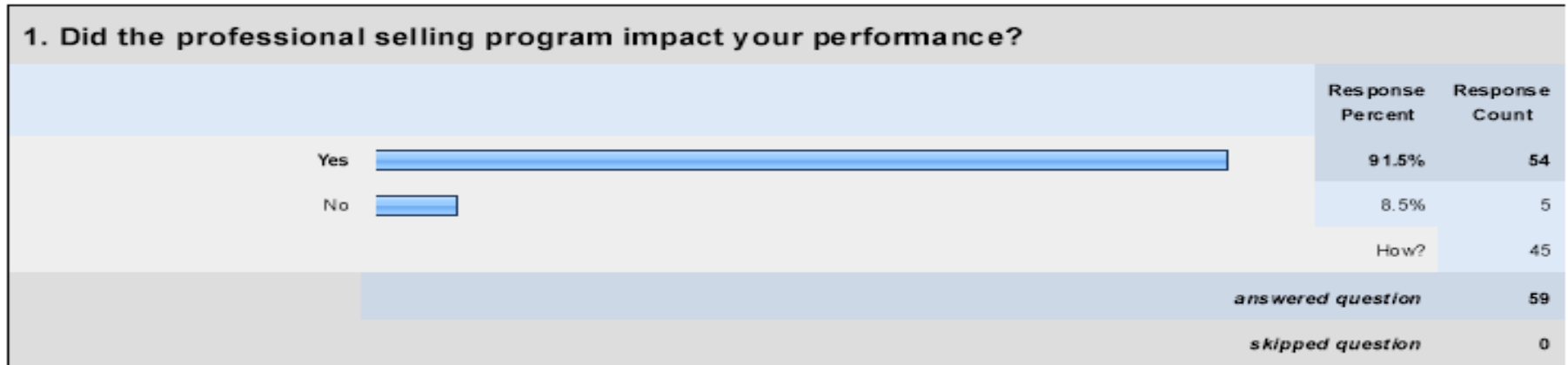
What areas of the training and reinforcement contributed to this result?

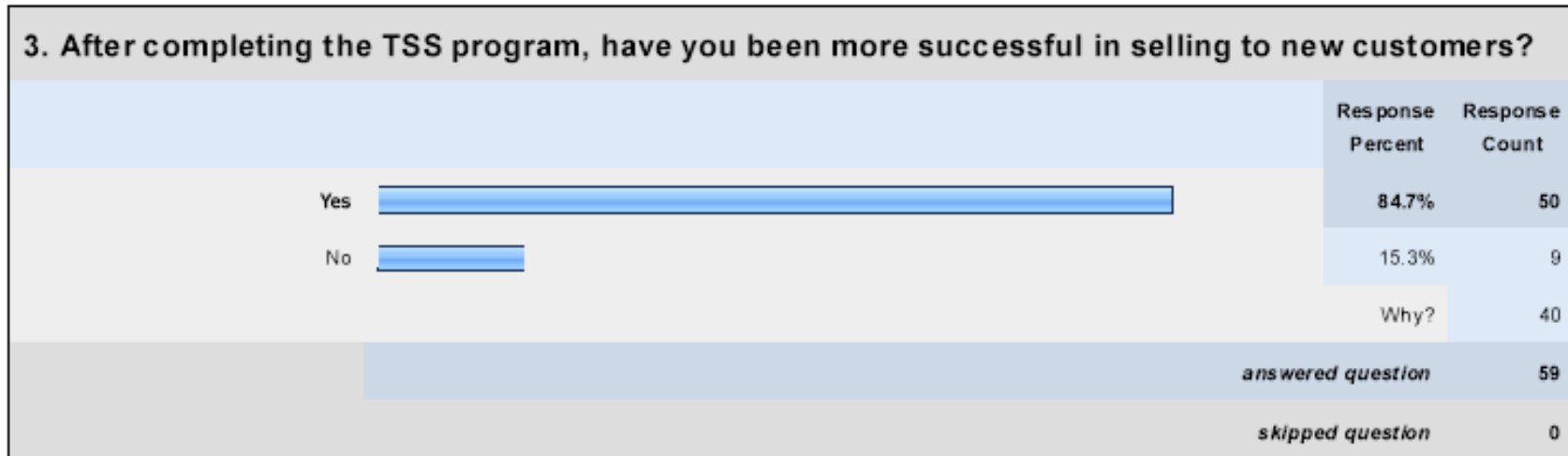
- 67.8% have improved in *listening* skills
- 57.6% have a greater *understanding* of the sales process
- 44.1% do a better job in *qualification*
- 67.8% feel the *Agreement On Need* step has improved results
- 55.9% are doing a better job *preparing* for sales calls
- 77.9% feel sales *managers* are doing a *better job coaching* due to TSS

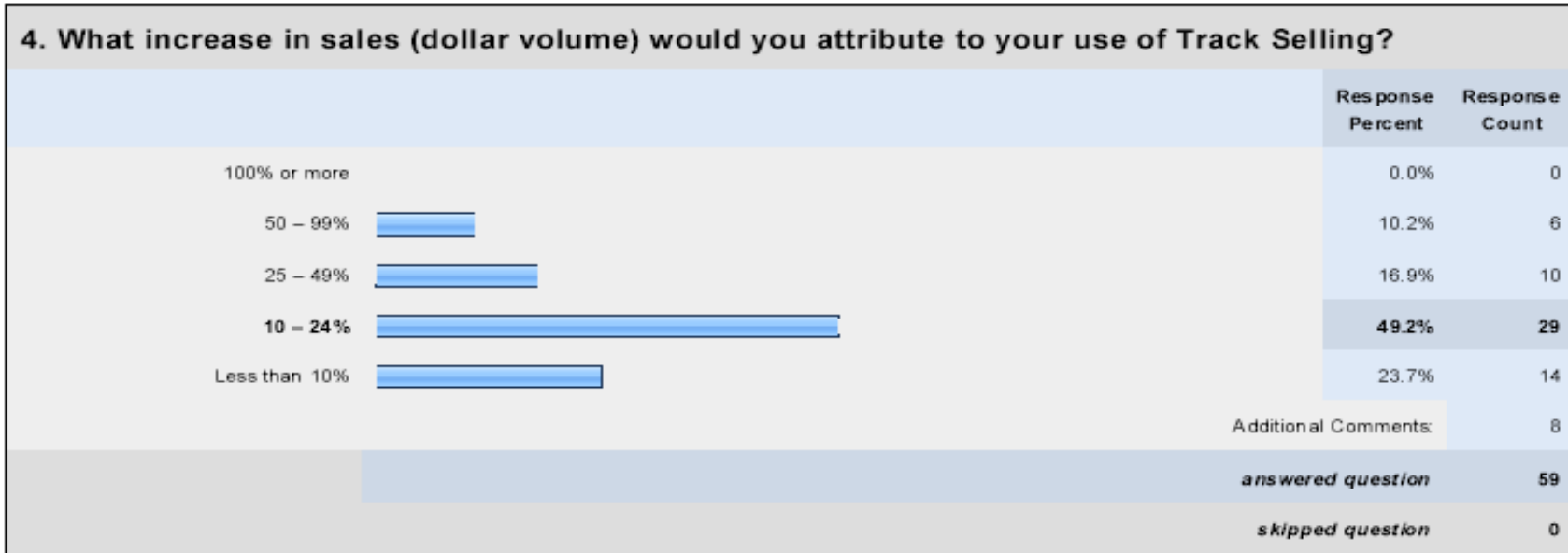
How does the sales organization feel about recommending the Track Selling System™ to others?

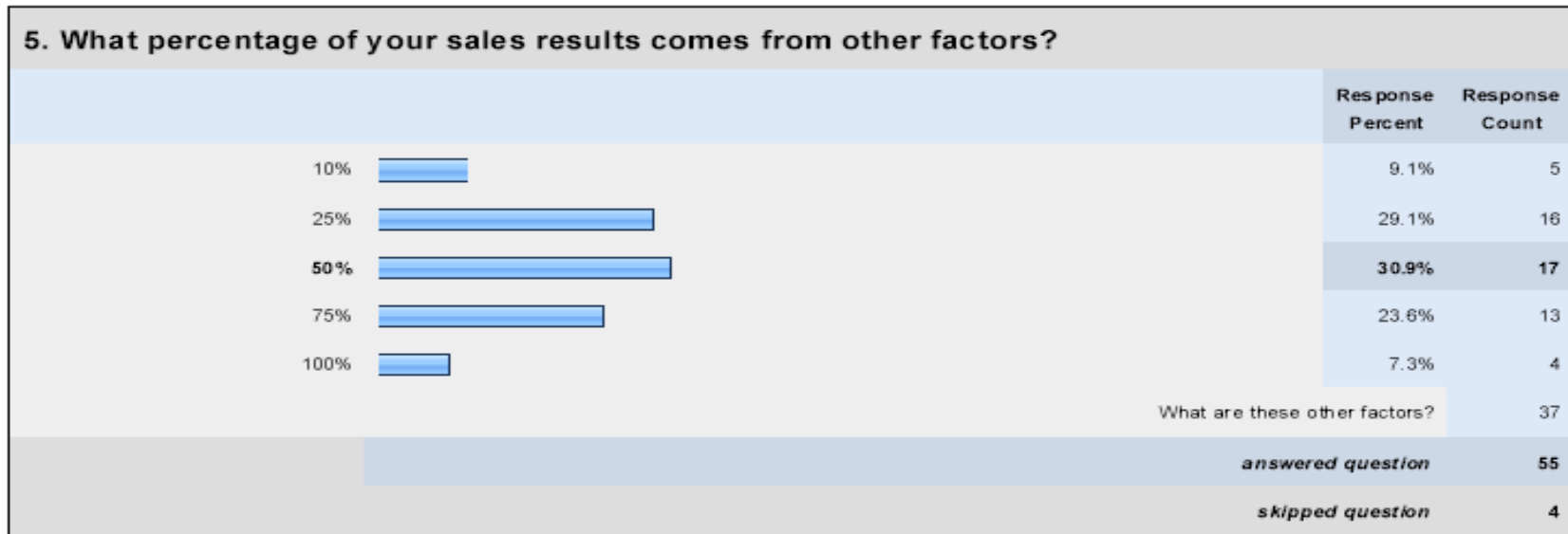
Answer:

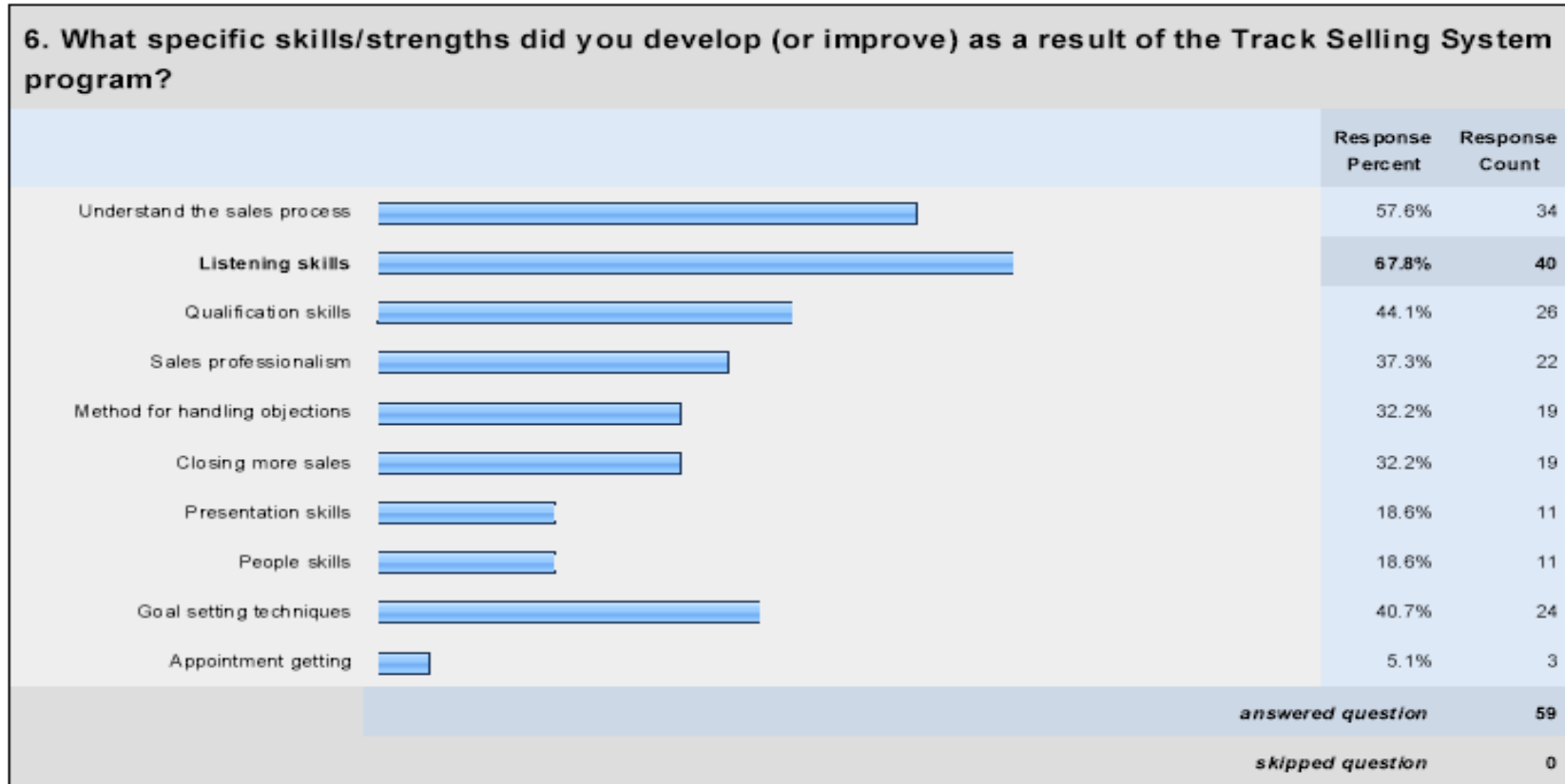
- 94.9% have recommended that others take this program.

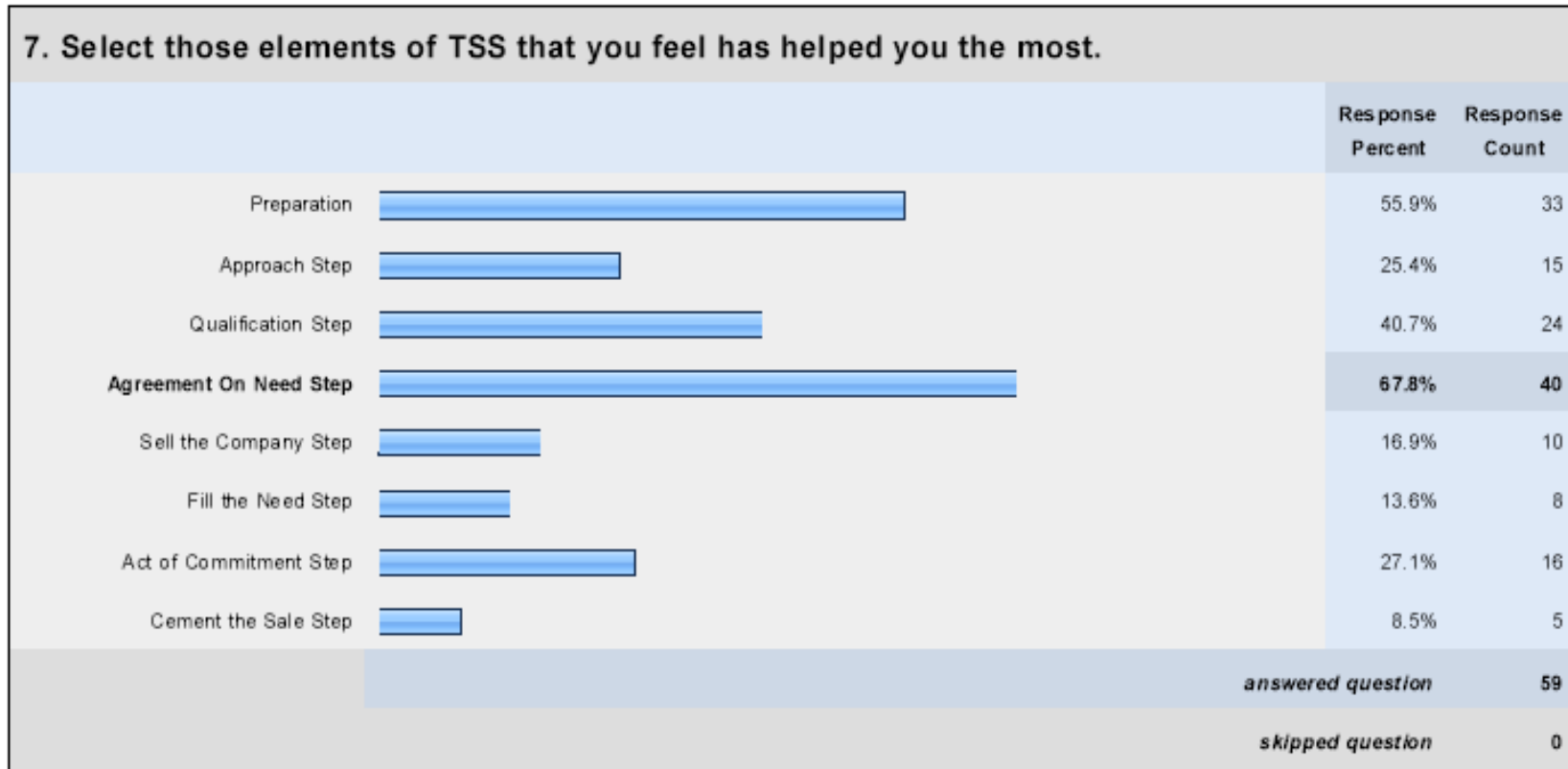












8. What improvement has TSS had on the quality of sales coaching you are receiving from your manager and others?

	No difference	Improved	Greatly improved	Now we are communicating!	Rating Average	Response Count
Your rating	22.0% (13)	57.6% (34)	18.8% (11)	1.7% (1)	2.00	59
					Please explain:	31
					answered question	59
					skipped question	0

