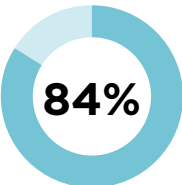
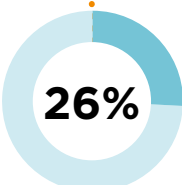


How You Can Boost Your Sales Results by 20%

Data from sales leaders point to how top-performing companies ignite a team's drive to achieve. Key findings from Integrity Solutions' research, in partnership with the Sales Management Association:



Believe that **Achievement Drive matters to sales success** — as much or more than Selling Skills or Product Knowledge



Consider themselves **very effective at developing Achievement Drive** in their people



The increase in sales that organisations get when they effectively **focus on developing Achievement Drive**

A significant gap between what organisations are saying is important, and how they're training their people to succeed. However, the most important number is:

TOP PERFORMERS FOCUS ON

Three Critical Conversations

These critical conversations will determine the success of the salespeople, sales team and ultimately, the organisation.

1 With Customers

Where **product knowledge** and **selling skills** are most visible.

This is the outer game of selling.

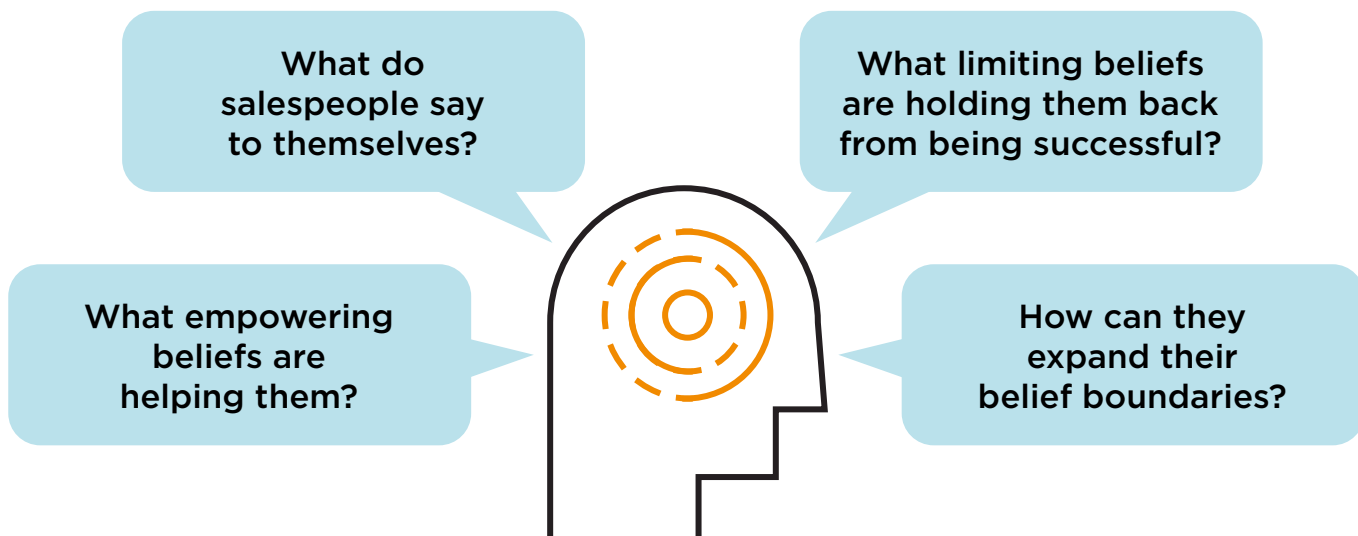
The buying process has evolved, as has the definition of "value" expected from your salespeople. Are your customer conversations reflecting these changes and delivering that value?



2 With Yourself

Where **Achievement Drive, self-belief** and **attitude** play a critical role.

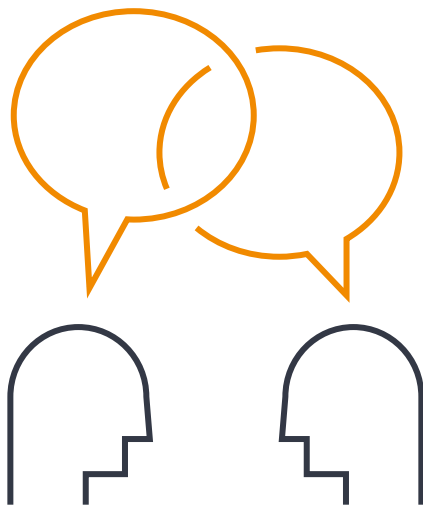
This is the inner game of selling.



We can teach salespeople all the product knowledge, skills and strategies in the world, but it won't make much difference if they hold negative views of selling, aren't motivated to commit to selling activities or don't fully believe in the product.

3 With Your Coach

Most coaching, when and if it happens, is directed at improving Conversations with Customers (coaching sales skills, account planning, sales call planning).



Very little, if any, is directed towards Conversations with Yourself – the one that 84% of organisations say is equal to or more important.

Do your coaching priorities need to be adjusted?

All three conversations are critical. Ignoring any will create a headwind to achieving goals like:



Individual & team quota achievement



Increasing breadth of products per customer



Account penetration & expansion



Adoption of selling skills by traditionally non-salespeople



Tenured salespeople breaking through plateaus

FOR MORE INFORMATION

