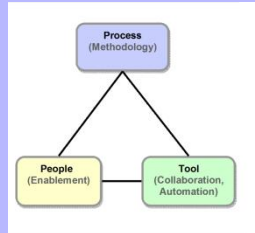


Sales Operating System



SOS - Sales Operating System

Sales Management Layer



Sales Mgmt System

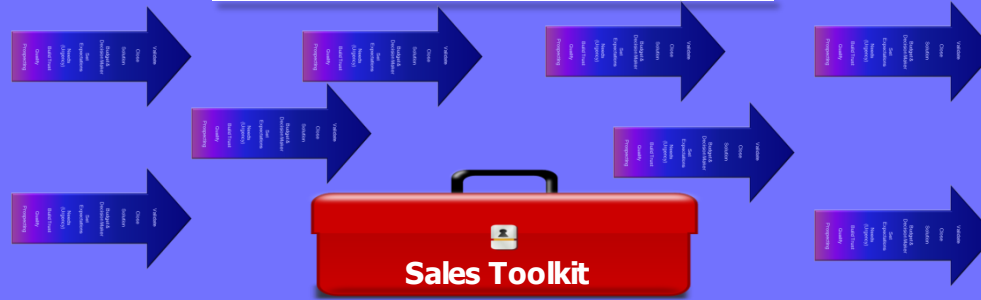
How to manage PEOPLE who manage CUSTOMERS



6S™ Sales Operating System

Professional Selling Layer

Sales Process & Toolkit



Core Individual Pillars

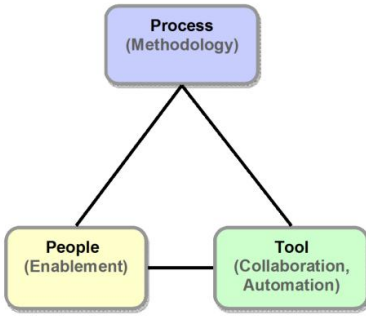
Customer Value Pillars

- ✓ What are your values?
- ✓ Are your activities aligned to your beliefs?

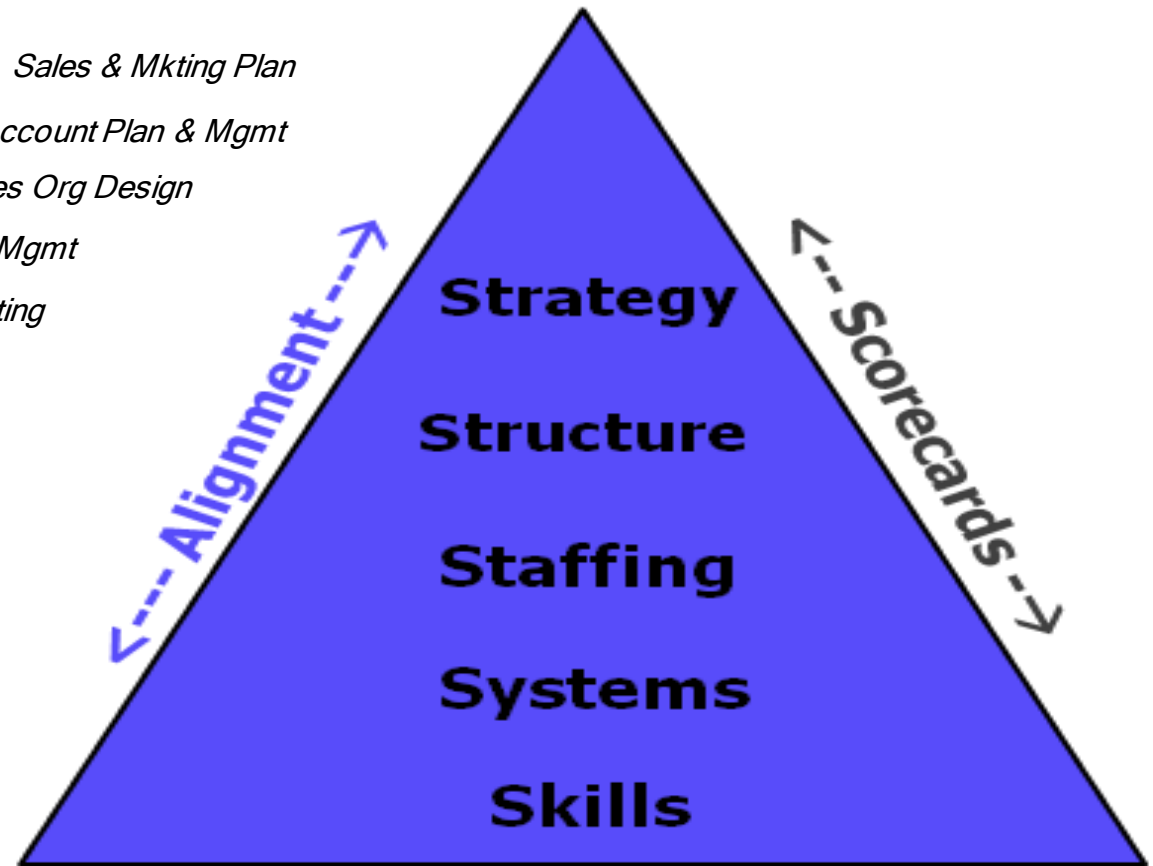


- ✓ Understanding human behavior
- ✓ Communication
- ✓ Relationships

Sales Mgmt Layer



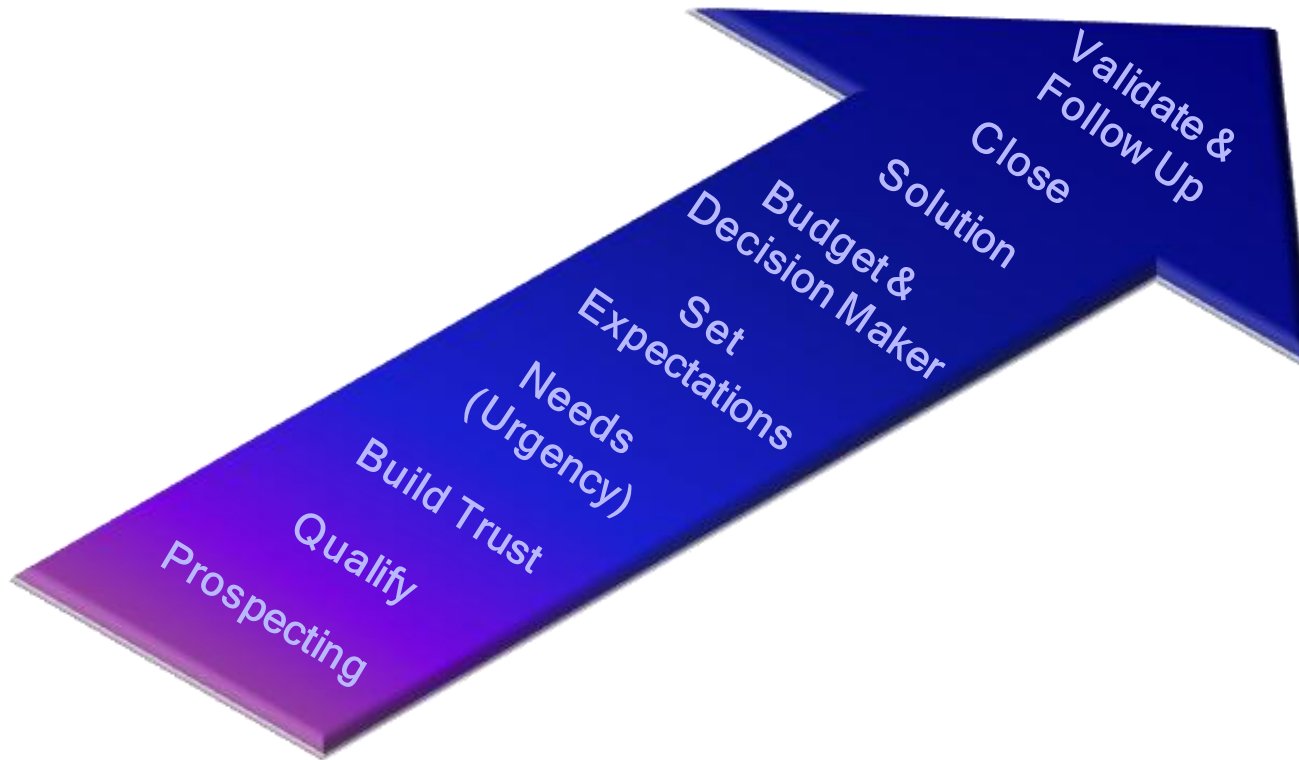
- ✓ Sales & Mktg Plan
- ✓ Account Plan & Mgmt
- ✓ Sales Org Design
- ✓ Talent Mgmt
- ✓ Target Setting
- ✓ Leads Mgmt
- ✓ Oppty Mgmt
- ✓ Activity Mgmt
- ✓ Performance Mgmt
- ✓ Knowledge (Bus Intell)
- ✓ Sales methodology / process
- ✓ IT Sales force automation
- ✓ Skills Dev & Mgmt



6S™ Sales Operating System

Develop people, processes and technology from your sales strategy.

Selling Process Layer



Selling Process is designed to your specific needs ...
but also consistent across your sales force.



Every Sales person should have these tools in their customized Sales Guidebook!

Core Individual Pillars



