



TTI SUCCESS INSIGHTS®

## Identify Your Sales Sweet Spot **SALES SKILLS INDEX™**

*A complex or unclear sales strategy might be hindering your organization's success. Grow your company and generate customer loyalty by simplifying your sales approach.*



### **Your Business is in the Hands of Your Sales Personnel**

Learning what your customers need is a winning formula to create lifetime value. Achieve this by knowing these answers:

- *Can they sell?*
- *Do they understand the sales process?*
- *Are they treating each sales situation the way top salespeople do?*

Sales Skills Index answers these questions and more, while ensuring your sales team handles each sales opportunity with precision and care.

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# Tailor Your Training

By identifying skills gaps through the Sales Skills Index™, you can develop tailored coaching opportunities for each salesperson to improve performance and team building.

## Excel in the Seven Categories of Sales Strategy

The Sales Skills Index shows how respondents stack up to proven sales professionals. Respondents are presented questions that portray “real life” sales situations to determine their sales expertise. By comparing their responses to proven sales professionals, a report is generated showing strengths, weaknesses and how they understand sales strategy in seven categories.



## How Sales Skills Index Can Benefit You

- Simplifies sales strategy to crystalize your steps to sales superstardom
- Allows managing and coaching to be focused on areas that produce results and maximize profitability
- Builds confidence to produce results and arm salespeople with the fundamental tools to grow as seasoned professionals
- Identifies new sales applicant’s strengths and weaknesses to better close sales opportunities and remain top of mind to consumers
- Demonstrates how to effectively close sales opportunities and continually find new prospects

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