



SRI SUCCESS TRACK

Ensure a secure sales framework & continued sales success with *SRI Success Track*

Imagine you've completed a successful sales consulting engagement. Your sales organization is functioning better than ever, your sales team is performing, and sales goals are consistently met. Now what?

Protect your investment in sales success with the *SRI Success Track* solution, during which SRI will continue to work with your organization to provide expert advisory and ensure continued adoption, implementation, and upkeep of your Paint-the-Picture® playbook, Winning Sales Process™, and all other deliverables developed during your initial engagement.

BENEFITS OF **Success Track**

- + Full implementation of infrastructure changes and deliverables such as new processes, playbooks and/or coaching
- + Sales team and sales operations continue to run smoothly and efficiently
- + Sales materials always align with latest products and initiatives
- + Ongoing guidance from an expert advisor with an experienced perspective about your unique organization
- + Achievable sales goals set through quarterly reviews and assessments
- + Scalable plans for well-managed organizational growth



Sales Result Inc.

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ENSURE CONTINUED SUCCESS

SRI Success Track

WHAT'S INCLUDED

Quarterly executive advisory

- + A week onsite each quarter at client location. Meetings between key individuals and SRI to:
 - + Ensure full implementation of organizational changes and deliverables like playbooks, processes
 - + Review business plan, assess previous quarter, and develop a plan for the next quarter
 - + Evaluate strategy and sales team performance, and give recommendations for improvement
 - + Provide expert advisory throughout organizational growth and change

Regular updates to keep sales materials current

- + Paint-the-Picture® playbook updated on a bi-annual or annual basis
- + Winning Sales Process™ updated as needed
- + SRI-led training on all updates to playbooks and processes
- + Access to all SRI templates

Unlimited support from SRI via phone and email, and reduced daily rates for out-of scope requests

12 MONTHS OF EXPERT ADVISORY

SRI Success Track was developed to meet many clients' requests for ongoing consulting services following their initial engagements with us.

This solution is suggested for all clients who have completed a full consulting program with SRI and wish to continue a relationship with a trusted partner who is experienced in and committed to their organization.

Success Track is intended to begin immediately after all other phases of an engagement are completed, and can continue on an annual basis as desired by the client.



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FROM COLD LEADS TO **CLOSED SALES®**