

ACHIEVE  
YOUR SALES  
AND INCOME  
GOALS

SALES  
COMPLEXITY SIMPLIFIED

# Sales Integrity

Top-Line Growth • Bottom-Line Results

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## Sales Coaching Services

### Services Overview

According to a study of 2000 salespeople by the Sales Executive Council, salespeople who receive 3+ hours of coaching per month, on average, achieve 107% of quota, compared to 82% of quota for those who don't receive sales coaching. Sales Integrity helps sales professionals, leaders and organizations sell more effectively, operate more efficiently, and earn more money through the delivery of our Sales Coaching services.

### Sales Coaching: Strategic Sales Planning

This sales coaching initiative is a quick-start program focused solely on helping sales professionals create and customize a Strategic Sales Plan utilizing Sales Integrity's proprietary Strategic Sales Plan template and process.

**Cost:** \$250/hour for the 5 hour initiative = \$1,250

**Terms:**

½ payment (\$625) due immediately; ½ payment (\$625) due upon completion of final draft review

**Details:**

\*1 ½ hours for initial session to walk through Strategic Sales Planning process and template

\*1 ½ hours for follow-up session to review rough draft Strategic Sales Plan developed by sales coaching client

\*1 hour follow-up session to review final draft of Strategic Sales Plan updated by sales coaching client

\*1 hour follow-up session one month after final draft review to measure success of Strategic Sales Plan utilization

### Hourly Sales Coaching

Some sales professionals or managers have a need for an occasional sales coaching session to address a specific issue. For that purpose Sales Integrity provides ad-hoc face-to-face and telephone-based sales coaching on an hourly basis.

Our hourly rate is \$250 for a face-to-face session or \$150 for a telephone-based session paid in advance of the sales coaching session. Call 877-469-0004 or email us at [info@salesintegrity.com](mailto:info@salesintegrity.com) today to schedule your sales coaching session.

### SALES INTEGRITY OFFERS THREE MONTHLY SALES COACHING PROGRAMS:

#### Platinum Coaching Program

This program provides monthly sales coaching with an emphasis on customizing and implementing all of the principals and tools associated to the Sales Integrity frameworks:

Sales Discipline Framework™  
Sales Success Framework™  
Sales Enablement Framework™

**Cost:** \$750 per month

**Terms:** 1-year contract paid monthly

**Details:** Two 1 ½ hour face-to-face sessions & One 1 hour telephone session per month

#### Gold Coaching Program

This program provides monthly sales coaching focused specifically on the six core competencies that make up the Sales Discipline Framework™:

Commitment\*, Concentration, Consistency  
Communication, Connection & Creativity  
\*Includes Strategic Sales Plan development

**Cost:** \$525 per month

**Terms:** 6-month contract paid monthly

**Details:** Two 1 hour face-to-face sessions & One 1 hour telephone session per month

#### Silver Coaching Program

This program is focused specifically on creating & customizing a Strategic Sales Plan then providing monthly coaching to ensure the plan is being executed successfully and to deal with issues as needed.

**Cost:** \$875 for first month to develop the Strategic Sales Plan then \$375 per month

**Terms:** Month-to-Month with 30-day notice

**Details:** Initial month is a 5-hour Strategic Sales Planning initiative then a 1-hour face-to-face session & a 1-hour telephone session per month starting in month 2