**This is sue with ST – we help business owners**

**With a new service that is saving them not only - time and money – but is increasing their sales revenue as well. – It’s called Contract Sales Management ---**

**We can do as little or as much as you need for about one-sixth the cost of a typical sales manager. Everyone has sales turnover and performance issues, so we can save you money, by providing a high-caliber sales management professional on a part-time basis.**

**The cornerstone of our program is our proprietary sales mapping process ---- the magic of sales mapping is that it will make all of your sales people better – but it works the opposite of sales training ---**

**sales training only works for your good sales people --- they are good enough to get sales training – their desire is strong enough to use it-- and they are smart enough to connect the dots --**

**sales training is a waste of money for your average people – because they can never figure out when to make all those great moves -- ----**

**I would like to schedule a 30 minute appointment with one of our professional sales managers. He will explain the program in detail and see if there any kind of a fit**

**ADDITIONAL INFO-OBJECTIONS --**

**It takes longer than I have got on the phone --- you need to sit down with rob**

**3 situations that jeopardize sales:**

**1. The owner is also the sales manager…..let’s face it, your highest and best use is not being the sales manager…..it is running the business**

**2. A working sales manager. This takes a strong salesperson out of the field and turns them into a mediocre sales manger and a mediocre sales person OR**

**3.No real sales manager. Proper sales management ADDS revenue. Without it, you are sacrificing profits**

**Sales is about new ideas – about trying new stuff --**