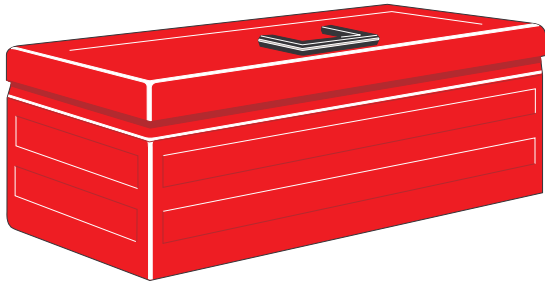


Do you have the right tools to drive sales team performance?

## Build Your Sales Team Toolkit



We provide advanced employee assessments and customized training and coaching so that organizations like yours can build a high-performance sales culture.



### Hire

#### Profile XT Select

- Measures applicant for fit to specific sales positions (both new applicants and existing employees considering career changes) based on job match to a performance model (success benchmark)
- Includes measures of expected approach on 8 critical sales practices plus cognitive abilities, behavioural traits and interests
- Key reports include: expected sales behaviors, interview questions, coaching reports. These are important resources when making critical people decisions



### Train & Develop

#### DiSC Sales/DiSC Management

- Behaviour based tools used for on-going training and for personal and team development based on the four-quadrant theory of behaviour (DiSC)
- Measures sales skills, sales challenges and development opportunities
- Comparison reports can be generated amongst team members or sales management for better alignment



### Coach

#### Sales Checkpoint Rating System

- Aid for sales coaching and development of sales professionals already in the job
- 180 degree feedback tool between a Sales Leader and the Salesperson that focuses on 7 universal sales competencies considered essential for sales success
- Reports provide a structure for a conversation between Sales leaders and their reports on sales behaviours deemed important for their success in the current role

Contact us to find out how we can help you improve your sales team performance:  
[info@lephairassociates.com](mailto:info@lephairassociates.com) or call 905-509-2717.

[lephairassociates.com](http://lephairassociates.com)