

**Getting a “Yes” is NOW a lot easier...
New Networking for Sales Program Helps Kinnear Office Furnishings
Increases Appointment Calendar by 20-30%**

Sales in any business are tough.

There’s cut-throat competition, pricing, (having to discount price to land a new client).

Then there’s the arduous task of trying to find the go-to person in charge of acquisitions from the company’s Voice Mail “Que from Hell” directory.

It’s frustrating and time-consuming. Not to mention, not getting calls returned once you *thought* you found the correct decision-maker in the food chain.

Now, up the ante with a product like Office Furnishings and you can see why Kinnear Office Furnishings sale’s team needed a practical, proven mechanism like Smith’s Training & Consulting program, *Networking For Sales Results*.

Kinnear Office Furnishings is a midsized company that specializes in interior design for companies.

CEO Janice Bell says, “We have a product that’s of very high value to a company but, frankly, difficult to sell. So we’re constantly looking for an edge we can use to get our foot in the door!”

When asked why Networking delivers the best ROI for her company, Bell adds, “Our toughest problem for our sales team is identifying who in a company we need to contact. Aggressively Networking is critical to our sales team to identify the right contacts at prospective companies.”

Problem. How to efficiently find new prospects at companies without cold-calling.

Solution: *Networking for Sales Results* program helps identify quality prospects to land more appointments.

Results: Increased networking skills enables sales team to set new appointments with the right decision make.

As the CEO, Bell knows for her company to thrive its sales team needs to be firing on all cylinders with leads. “Obviously, for us, the better our sales team is at networking, the more sales opportunities they’ll generate for us!”

Efficient Turn-key Networking System Helps Kinnear’s Sales Team Reach Sale’s Goals!

Bell’s very hectic sales team was very impressed with **Smith’s 5-Step Networking Method**.

- They quickly learned how to make contacts with new prospects faster and without cold calling.
- The Program’s Two-Day on-site workshop allowed Bell’s team to quickly get back into the field and implement new networking strategies.
- Post workshop, Kinnear’s sales-team were provided twelve bite-sized 20-minute modules -- which easily fit into the team’s busy schedule (and were conveniently accessed on-line via computer or smart-phone.)
- Further networking skills were taught with one-to-one coaching for up to 180 days which increased our team’s ROI!

*With **Networking for sales Results** there ‘s no fluff or theory! There were tips and tactics that our sales team can implement right away!*

CEO Janice Bell

In closing, Bell is impressed with *Networking For Sales Results* and says, “Without a doubt, it’s a very effective program, especially for sales teams like ours that rely on networking to build sales. Our team improved their new contacts by 20-30% weekly. I’d highly recommend it!”

For more detailed info on how *Networking For Sales Results* can turbo-charge your sales team, please contact 800-555-1212
