

TTI Success Insights

The IDS Sales Strategy Index



YOUR BUSINESS IS IN THE HANDS OF YOUR SALES PERSONNEL

Can they sell?

Do they understand the sales process?

Are they treating each sales situation the way top salespeople do?

The IDS Sales Strategy Index will answer all those questions and more!

- IDS Sales Strategy Index helps to ensure that your sales personnel will handle each sales opportunity correctly.
- Especially designed for outside sales.

YOU CAN TAILOR YOUR TRAINING

Coaching and managing can be tailored to the different needs of each salesperson after your sales force has completed the Sales strategy Index training. It can be used for both pre- and post- measurement, complementing all other sales material.

USE IN SELECTING CANDIDATES THAT BRING THE RIGHT SKILLS

The IDS Sales Strategy Index presents 54 different “real life” sales situations. Each situation has four alternative ways to be handled. Respondents are given the opportunity to rank the four alternatives from “best” to “worst.” By comparing their response with those of proven top sales professionals, a report is generated showing strengths, weaknesses and how well they understood sales strategy in seven categories.

THE SALES STRATEGY INDEX COVERS SEVEN DIFFERENT STEPS IN THE SALES PROCESS

- Prospecting
- First Impressions
- Qualifying
- Demonstration
- Influence
- Close
- General

Each situation was developed and validated by sales professionals to reflect real sales strategies used by today’s sales force.

BENEFITS

- Simplifies sales training.
- Allows managing and coaching to be focused on areas that produce results.
- Builds confidence.
- Identifies the sales strategy knowledge areas that are needed to sell a specific product/service in a given market.
- Identifies new sales applicant’s strengths and weaknesses.
- Identifies specific training or management needs of a salesperson or sales force.

Provided By:

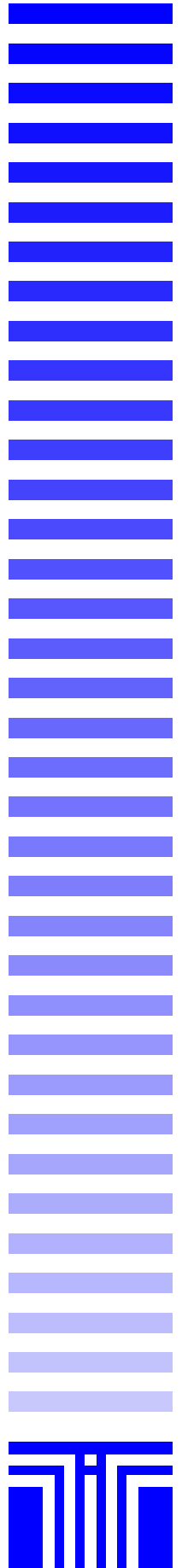
Joe McKenna
The KENNA Company
816-943-0868
joe@kennacompany.com
www.kennacompany.com

MANAGING FOR SUCCESS®

Sales Strategy Index™

*"He who knows others is learned.
He who knows himself is wise."
—Lao Tse*

John Doe
Manager
XYZ Company
12-8-2003



INTRODUCTION

The Sales Strategy Index is an objective analysis of an individual's understanding of the strategies required to sell successfully in any sales environment. It essentially answers the question, "Can this person sell?" Like any profession, selling has a body of knowledge related to its successful execution. It is this knowledge that the Sales Strategy Index measures.

Although dealing with the issue of whether a person can or cannot sell is an essential component in predicting or improving sales success, it is certainly not the only one required for optimum sales performance. Behavior, attitude, and personal interests and values are other areas to consider.

Understanding effective sales strategy can help lead you to success as long as you can implement it. However, just knowing it is not enough, you must utilize what you know.

This report will give you feedback on your strengths and weaknesses. From this you can develop a plan to overcome your weaknesses. Knowledge of ones' strengths and weaknesses, along with a desire to be the best you can be, will allow you to target your professional sales growth.

SALES STRATEGY INDEX™

CATEGORY ANALYSIS

Name: **John Doe**

PROSPECTING / QUALIFY: The first step of any sales system. It is the phase of the sale where prospects are identified, detailed background information is gathered, the physical activity of traditional prospecting is coordinated and an overall strategy for face-to-face selling is developed.

(3/9) 33% of the time you chose the most effective strategy

(0/9) 0% of the time you ranked the second most effective strategy as your first choice

FIRST IMPRESSION / GREETING: The first face-to-face interaction between a prospect and the salesperson, this step is designed to enable the salesperson to display his or her sincere interest in the prospect...to gain positive acceptance and to develop a sense of mutual respect and rapport. It is the first phase of face-to-face trust building and sets the face-to-face selling process in motion.

(0/8) 0% of the time you chose the most effective strategy

(3/8) 38% of the time you ranked the second most effective strategy as your first choice

QUALIFYING / QUESTIONS: The questioning and detailed needs analysis phase of the face-to-face sale, this step of selling enables the salesperson to discover what the prospect will buy, when they will buy and under what conditions they will buy. It is allowing the prospect to identify and verbalize their level of interest and specific detailed needs in the product or service the salesperson is offering.

(1/6) 17% of the time you chose the most effective strategy

(2/6) 33% of the time you ranked the second most effective strategy as your first choice

SALES STRATEGY INDEX™

CATEGORY ANALYSIS

Name: **John Doe**

DEMONSTRATION: The ability of the salesperson to present his or her product in such a way that it fulfills the stated or implied needs or intentions of the prospect as identified and verbalized.

- (1/8) 13% of the time you chose the most effective strategy
- (1/8) 13% of the time you ranked the second most effective strategy as your first choice

INFLUENCE: What people believe enough, they act upon. This step is designed to enable the salesperson to build value and overcome the tendency that many prospects have to place little belief or trust in what is told to them. It is this phase of the sale that solidifies the prospect's belief in the supplier, product or service and salesperson.

- (3/6) 50% of the time you chose the most effective strategy
- (2/6) 33% of the time you ranked the second most effective strategy as your first choice

CLOSE: The final phase of any selling system. This step is asking the prospect to buy, dealing with objections, handling any necessary negotiation and completing the transaction to mutual satisfaction.

- (4/8) 50% of the time you chose the most effective strategy
- (3/8) 38% of the time you ranked the second most effective strategy as your first choice

GENERAL: This area represents an overall understanding of the sales process. Knowledge of the process can lead to a positive attitude toward sales and a commitment to the individual sales steps.

- (5/9) 56% of the time you chose the most effective strategy
- (0/9) 0% of the time you ranked the second most effective strategy as your first choice

SALES STRATEGY INDEX™

QUESTION ANALYSIS

Name: **John Doe**

QUESTION ANALYSIS

- 17 times chose the MOST effective strategy
- 11 times chose the SECOND most effective strategy as #1
- 12 times chose the THIRD most effective strategy as #1
- 14 times chose the LEAST effective strategy as #1

LEAST EFFECTIVE STRATEGY ANALYSIS

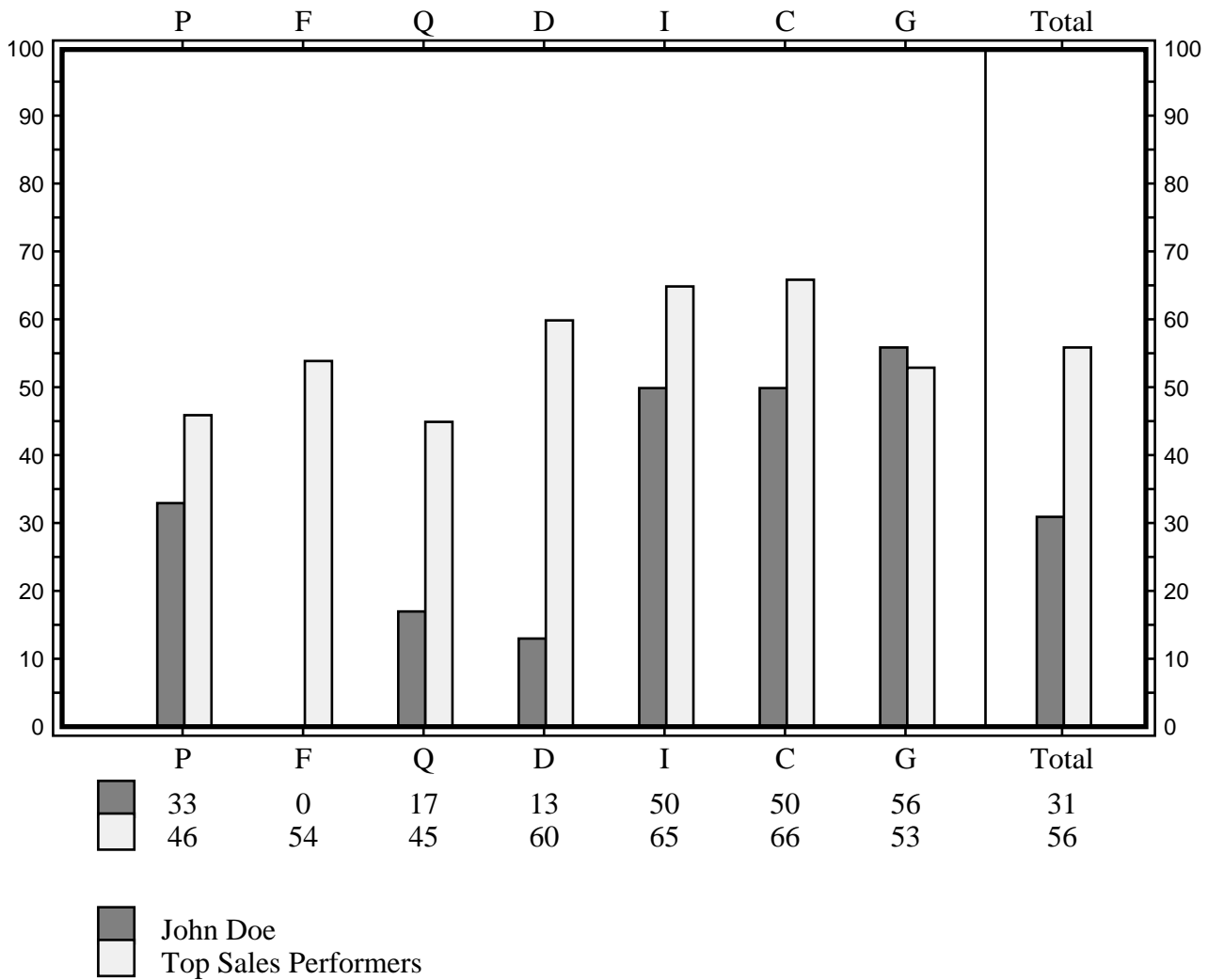
Please review the following questions. In these situations you selected the least effective strategy as the most effective strategy. For each question listed, the most effective strategy is provided for your review.

2-B	9-B	13-B	15-A	16-D	19-B
20-B	26-A	27-A	30-A	35-C	41-A
42-C	50-D				

SALES STRATEGY INDEX™

PRIMARY EFFECTIVENESS RATING

The following graph illustrates YOUR understanding of the most effective sales strategy in a series of sales situations. Research validates that understanding and applying an effective sales strategy is directly related to sales success. The higher the score in any particular area the stronger your specific understanding of what is required to be successful in the sales process.

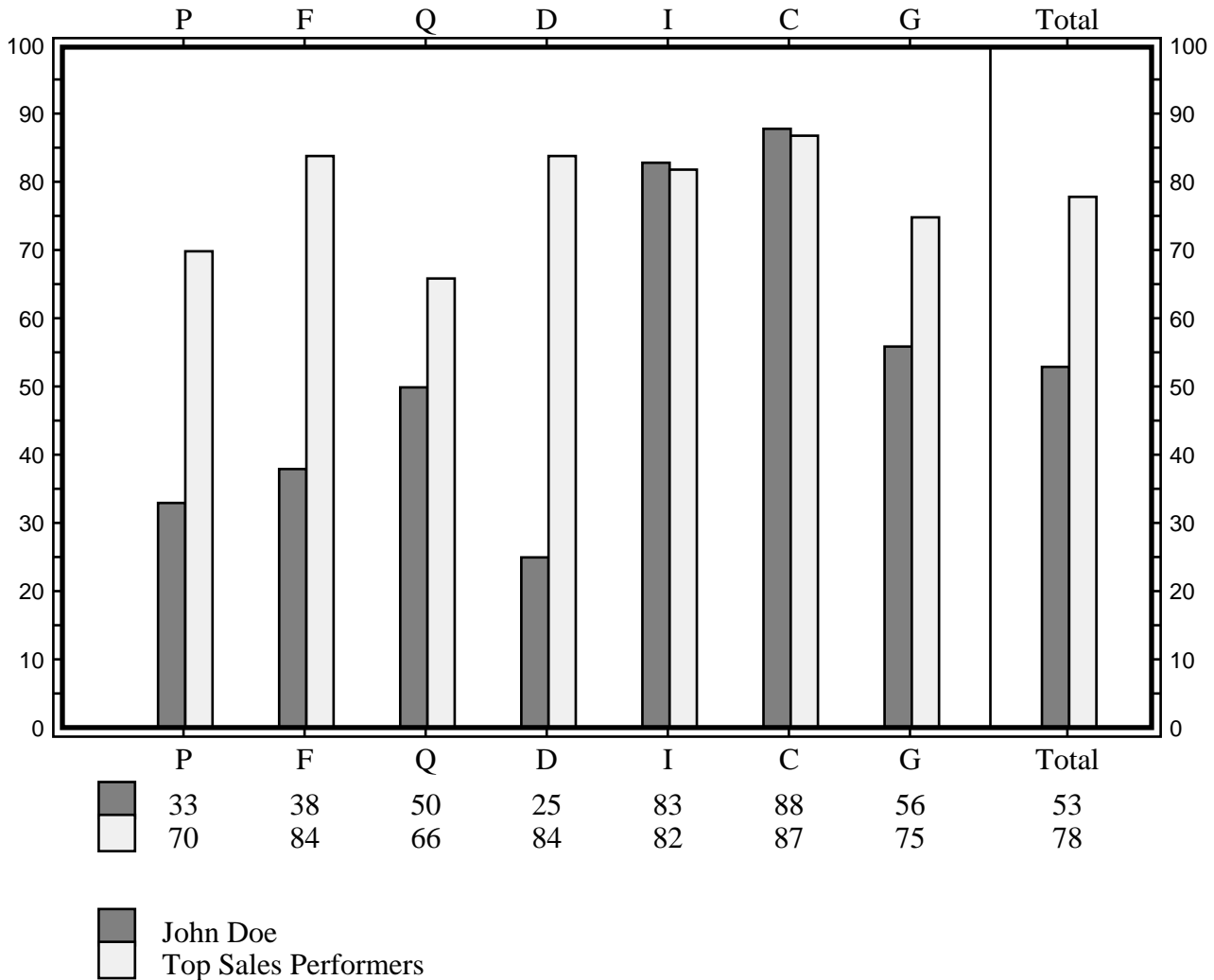


P=Prospecting F=First impression Q=Qualifying D=Demonstration I=Influence C=Close G=General

SALES STRATEGY INDEX™

PRIMARY AND SECONDARY EFFECTIVENESS RATING

This graph illustrates your overall knowledge of the most and second most effective sales strategies. The higher your score in any segment, the better your broad understanding of the overall sales strategy required in that step of a successful sale.

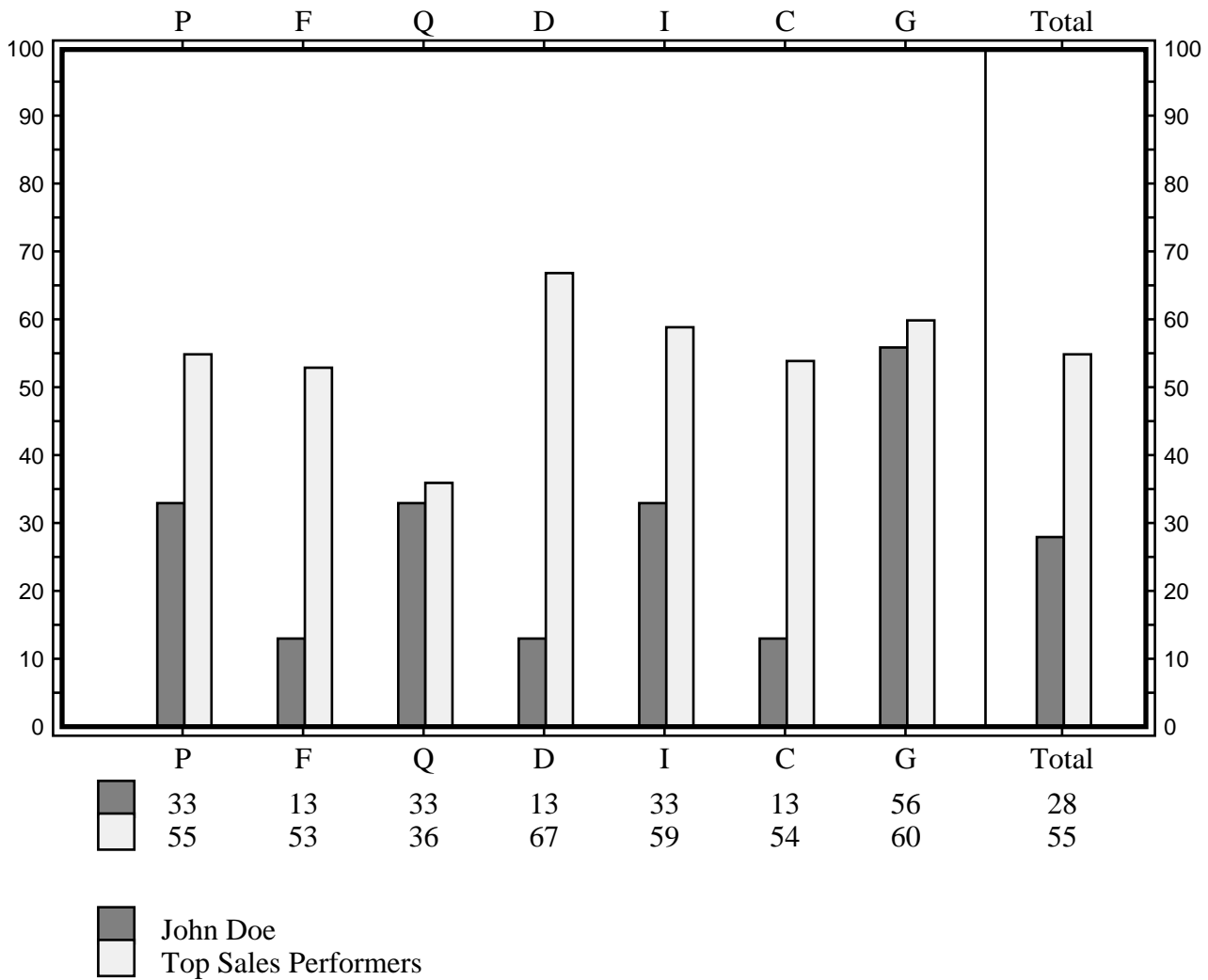


P=Prospecting F=First impression Q=Qualifying D=Demonstration I=Influence C=Close G=General

SALES STRATEGY INDEX™

UNDERSTANDING WHAT NOT TO DO

Knowing what NOT to do in a given sales situation can be just as important as knowing what to do. Your understanding of what NOT to do will keep you from building barriers to a successful presentation. A HIGH SCORE indicates that you have a strong understanding of what strategies to avoid when selling.



P=Prospecting F=First impression Q=Qualifying D=Demonstration I=Influence C=Close G=General