# GIVING YOU
ULTIMATE CONTROL
OVER YOUR RESULTS
PILLARS OF IMPACT

- Work towards daily conversion rate & total seen goals
- Know your numbers, recognize when your stats are off
- Know exactly what part of your pitch is letting you down so you can ask for specific help

- Keep an eye on team stats so you can be proactive with the support or encouragement you provide
- Exact same view of your team members numbers, so you can debrief as though you are next to them
- If stats arent coming through, they either arent seeing the people, or they arent tracking, either way will know somethings amiss.

- Use the data to provide support specific to individual needs, targetted training improves the efficiency of the training
- Harness the strengths of certain individuals to improve the weaknesses of other
- Use the data insights to track improvements , prevent dips and to improve standards as a whole

- Your team will quickly see the direct correlation between work ethic, skillset and results
- Support your teams individual goals by holding them accountable through the data.
- When the team is following through on what they say they are going to do - thats when the magic happens.
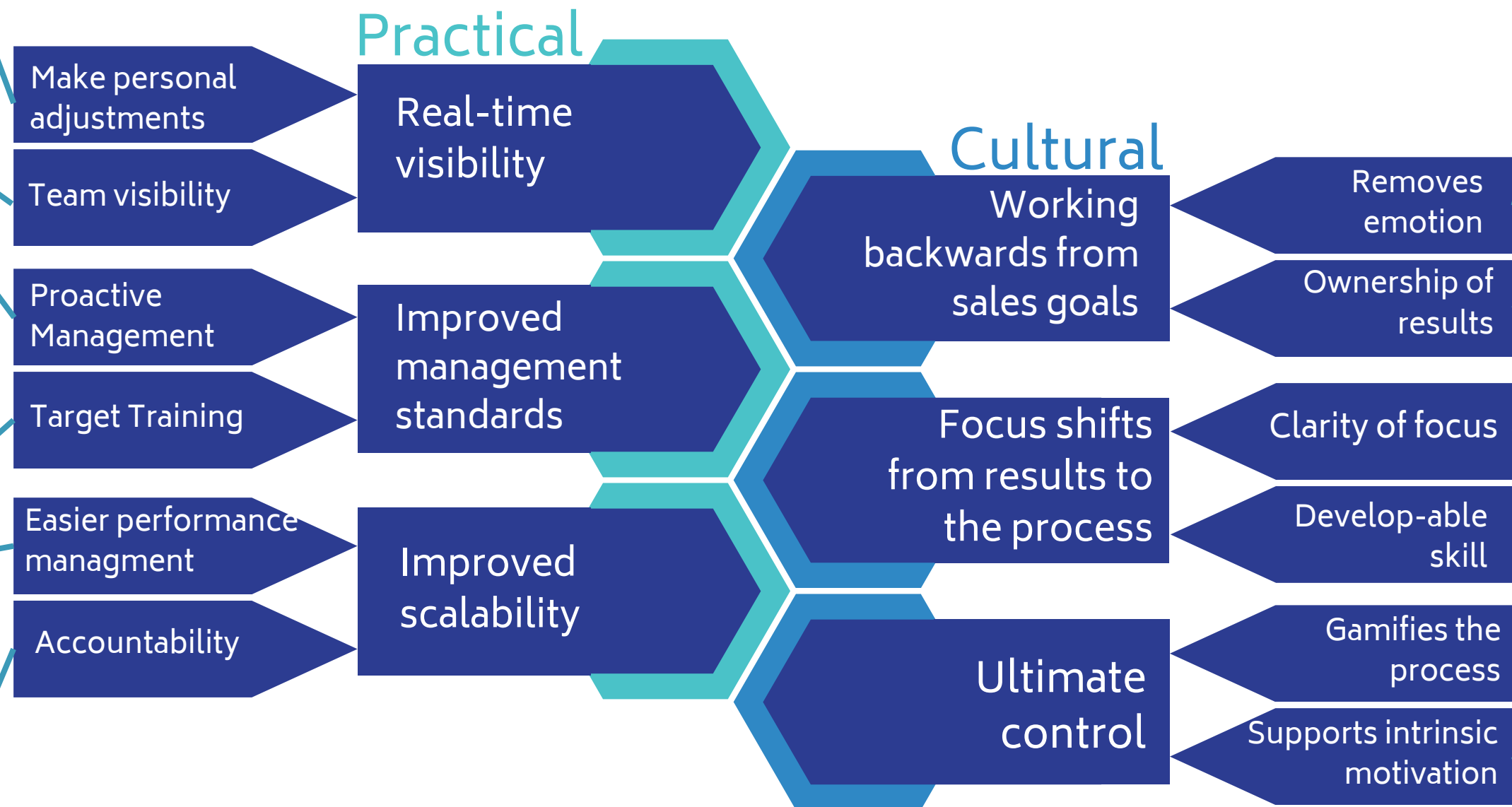
- Maintain attitude easier by focusing on what is in their control - their input.
- Data helps make sales logical, preventing overthinking
- Rather than hitting the field with result-based goals, your team will head out with conversion rate and work ethic based goals

- If goals are not achieved, its easily identifiable if it was the conversions, work ethic, or both that require work
- When the team is focused on the process, they will be able to trust their LOAs and know the results will come when they see the ppl
- Recognition can be given around positive field behaviors & approach to upskilling as they are now quantifiable

- Sales people are competitive - the data set provides a baseline to compete against yourself
- Your team will start to see sales as a develop-able skill, when they apply their teaching they will be able to see what works and what doesn't
- Improvements in conversion rates are now able to be quantified, making your team even more motivated to improve

- Nothing is more motivating than improvement
- By quantifying work ethic and skillset it puts control in the hand of the user
- Data is power - Life is so much easier when you are in control

Practical

Make personal adjustments
Team visibility
→ Real-time visibility

Proactive Management
Target Training
→ Improved management standards

Easier performance managment
Accountability
→ Improved scalability

Cultural

Working backwards from sales goals ← Removes emotion / Ownership of results

Focus shifts from results to the process ← Clarity of focus / Develop-able skill

Ultimate control ← Gamifies the process / Supports intrinsic motivation

WE HELP COMPANIES & INDIVIDUALS IN DIRECT SALES IMPROVE OUTCOMES, STANDARDS & PROFITABILITY BY HARNESSING THE POWER OF THE LAW OF AVERAGES.