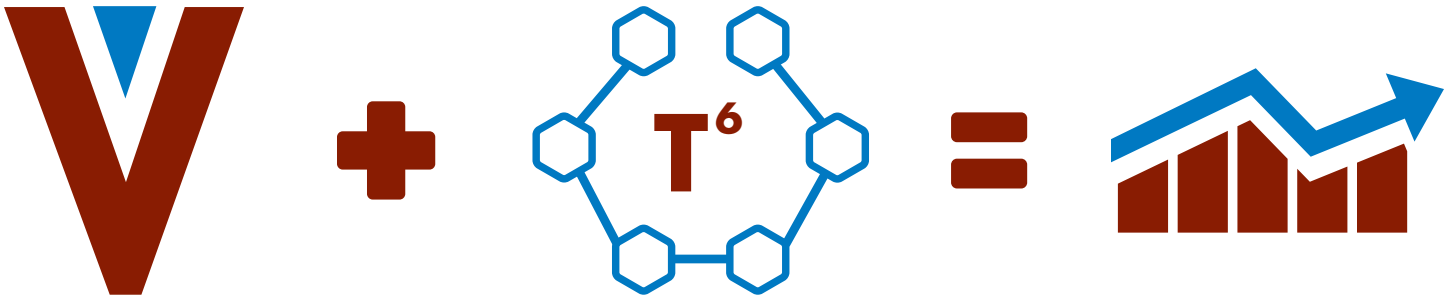


VORSIGHT
Start here. End with results.



We'll give you the tools to boost your performance and build your list of clients.

Vorsight is an award winning sales effectiveness firm that helps B2B sales teams generate more opportunities with qualified decision makers at target accounts. Getting in the right doors is arguably the most difficult part of the sales process. Thousands of sales reps and marketing & sales leaders validate that the Vorsight approach is completely unique and effective.

Originally founded in 2005 as an outsourced meeting scheduling/lead generation firm, our team has arranged over 10,000 completed appointments with decision makers resulting in over \$20 million in new revenue for our clients. At Vorsight we constantly harvest new ideas from our team of inside sales professionals. We take what works...the best tools, tactics, and techniques from our own business and provide our clients with a proven path to find more opportunities and generate more revenue.

Typical sales training companies teach tired methods that quickly become obsolete. Vorsight takes a different approach, borrowing best practices from our meetings business and grafting them onto other sales effectiveness programs like sales prospecting training, management training, and even building a client lead generation team from scratch. Ongoing coaching, reinforcement, and management support ensure that Vorsight's DNA thrives in your organization for years to come.

Everything we do centers around live calling on speakerphone into your target accounts. Demonstrating tools, tactics, and techniques with real accounts, in real time, gets sales reps to buy in immediately. Clients love this "let's stop talking about it and let's pick up the phone" mentality. Workshops are incredibly interactive with no Power Point slides. It's all about practical application of skill in the real world. In some cases clients see instantaneous ROI when live calls to decision makers in the workshops result in identified opportunities that quickly close.

If you need to fill the top of your sales funnel with more qualified meetings or build your pipeline of high probability opportunities that you generate from calling activity, then we are your company! We're passionate about sales and confident in our ability to arm you with the tools, tactics, and techniques necessary to be successful.

In 2010, the American Association of Inside Sales Professionals recognized Vorsight as "Sales Training Provider of the Year." Vorsight is a privately held company in the metro Washington, D.C. area.



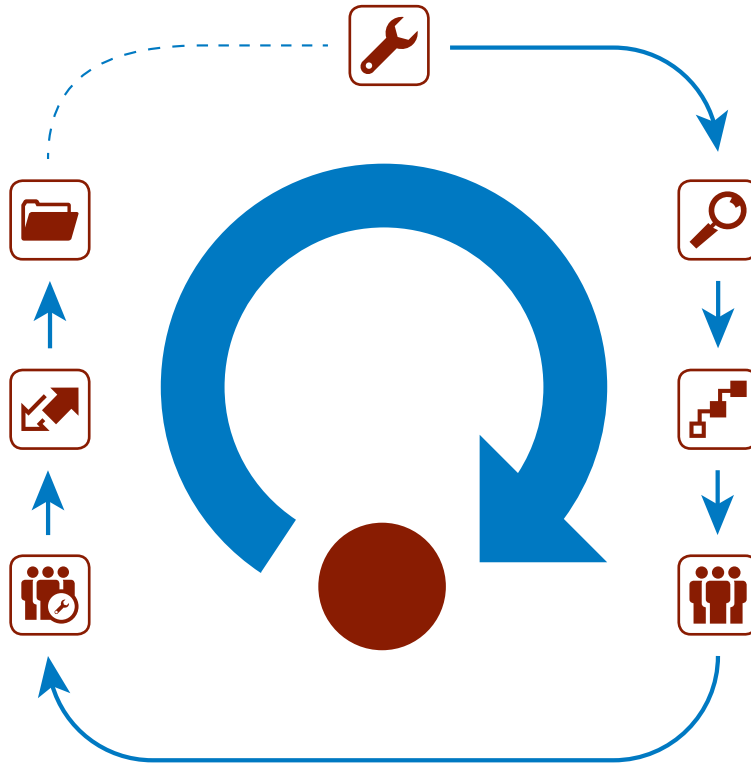
What makes Vorsight a different type of Inside Sales Effectiveness Firm?

Vorsight is a focused and successful sales organization. We are passionate about the first half of the sales cycle -- getting you in the door.

Our Sales Prospecting Training, Sales Coaching, and Inside Sales Consulting feature live calls on speakerphone to your target accounts. We pride ourselves on group prospecting skills and harnessing group energy.

All our services are client-focused and completely customized to meet the unique needs of each organization.

- Awarded **Best Sales Training** company by the American Association of Inside Sales Professionals.
- Trained over **1,000** sales representatives at over **100** companies.
- Client **Level 3 Communications** saw a **12.5% increase in revenue** and a **25-100% increase in first sales meetings** after Sales Prospecting Training.



The Vorsight Lifecycle of Training is the driving force behind our success as a company.

🔧 Needs Assessment : Vorsight trainers assess the client's needs/goals and then tailor the training to meet these objectives.

🔍 Pre Training : Vorsight trainers evaluate the client's sales process before implementing new techniques.

📊 Material Customization : Vorsight trainers use different tools and tactics depending on the client's needs. Our trainers also draw attention to areas of improvement.

👥 Training Team : Our trainers are equipped with extensive training and meeting scheduling experience.

👤 Training Managers : Vorsight trainers coach managers to get the most from their sales teams.

📈 Post Training : Our trainers revisit the client to evaluate and reinforce the training and make any necessary adjustments to the methods used.

📁 Follow Up : After the previously mentioned stages are complete, our trainers check up on the client's progress and are available for additional coaching and training as needed for continued success.

5 What People Are Saying

“BT Conferencing hired Vorsight to train a seasoned skeptical and high performance sales team on how to drive more business. I have taken every sales training class ever written and believe me when I tell you this workshop has changed my life. No longer am I afraid to pick up the phone. They shared a proven methodology including the tools and tricks of his trade. If your sales team is lacking or yearning to do more, give them a call and unlock the secret to getting great meetings.”

– Debra DeVito, Sales Director – BT Conferencing

“Vorsight makes dial outs to target executives and do a wonderful job converting meetings. It’s one thing for someone to get in front of the room and tell you about how to do it. It’s another to actually do it. We have already received the full ROI.”

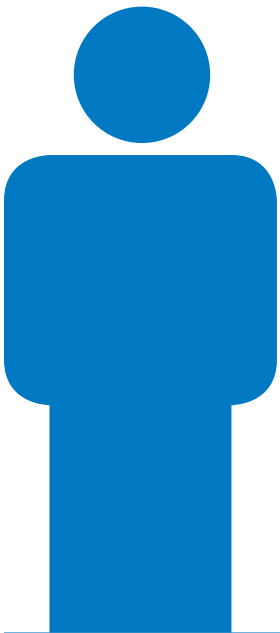
– Pete Rumpel, Global Enterprise Sales & Marketing
- Rosetta Stone

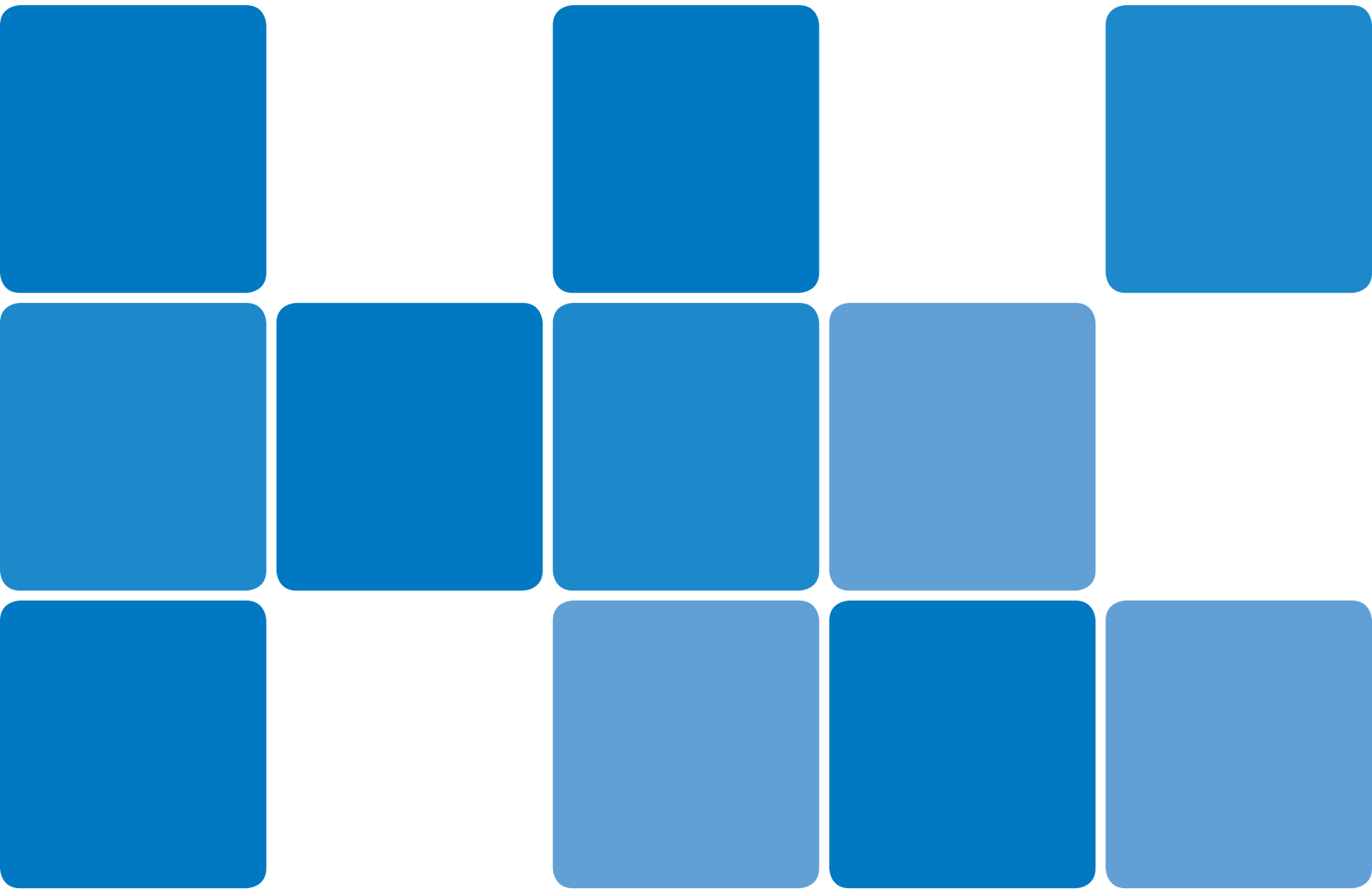
“Each day of Vorsight training has resulted in \$1 million in new revenue – that’s revenue from new doors that we were able to open that we never would have recognized before,”

– Aaron Liberman, Managing Director Sales – Gerson Lehrman Group.

“I have been in sales for over a dozen years (field and phone) and Vorsight is the best sales training I have taken out of at least 5. The things you learn in their course are immediately applicable, practical, and powerful ideas to increase outbound phone sales/prospecting/stalking. Good stuff. Bravo!”

– Don Taylor, Corporate Account Manager – F5 Networks





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