

FACTOR 8



“Performance Breakthroughs Workshop Series”

WWW.FACTOR8LEADER.COM 480.621.7228

“Factor 8’s Sales Breakthroughs Program was an integral part of moving our new sales agents from 50% to goal to well over 150% to goal. Now all of our sales managers want the class for even their tenured field teams.”
-VP Call Center Operations

“Our organization struggled with keeping sales training alive once it was completed. Factor 8’s Sales Manager workshop has proven to be the differentiator for us . . . on-going touch points have kept the learning alive and the results continually improving.”
-Sr. Director of Sales

Factor 8 is a corporate sales training leader known to achieve immediate results with sales and sales leadership teams attending their “Breakthroughs Workshop Series.”

Sales organizations select Factor 8 Sales Breakthroughs for three reasons:

- 1. Immediate ROI** - During sales workshops, agents make outbound calls to their existing target accounts using the sales methodologies taught that day. 100% of clients see an ROI within 1 month or sooner.
- 2. Reality-Based Training** - Sales methodologies are real-life techniques – not theory. Classes are taught by actual sales leaders who deliver real-time group and 1:1 coaching during class. Recorded calls and video are used during class to help agents model new behaviors and quickly implement them in the field– this greatly boosts agent confidence and success.
- 3. Management Integration** –The “Sales Manager Breakthroughs Workshop” was designed to ensure management reinforcement of agent training. Managers coach agents side-by-side with Factor 8 facilitators, calibrate call feedback, and deliver coaching feedback. Sessions continue quarterly after the training.

The Factor 8 Team has over 60 years of sales & sales leadership experience with field and inside sales, working extensively with acquisition sales forces. Participating in over 40 call center start-ups across the Americas, Europe, and Asia, the Factor 8 team has worked with market leaders such as IBM, Verizon, HP, SAP, Ingram Micro, Telstra, Grainger, Motorola, and Google.

The Factor 8 Performance Breakthroughs Workshop Series includes:

- SALES BREAKTHROUGHS
- SALES MANAGER BREAKTHROUGHS
- SALES LEADERSHIP BREAKTHROUGHS

Additional Factor 8 services include call center & sales floor skill analysis, the design of sales process & performance improvement strategies

For more information about The Breakthroughs Workshops, contact Factor 8 at 480-621-7228 or info@factor8training.com