Modern Selling Health Check



1 Have you cured your sales headaches?

☐ Yes ☐ No

How do you choose the right sales method for your marketing plan? The cure is at http://bit.ly/SCiWhitePaper

2 Are you chasing all your leads?

☐ Yes ☐ No

80% of sales leads* are not followed-up. Yet 70% of these 'bad leads' buy within 24 months. Check http://bit.ly/SCiSlide4





3 Can you see the damage?

☐ Yes ☐ No

Take time to examine the damage done by using the wrong sales technique and by not chasing leads. Check http://bit.ly/SCiBlog40

4 Are you storing sales intelligence?

☐ Yes ☐ No

After every conversation or meeting add insight and results to your CRM. Every time. Check http://bit.ly/SCiBlog41





5 Are you practising new skills?

☐ Yes ☐ No

Techniques like 'open' and 'closed' questions have been around since 1920. Learn something new. Start at http://bit.ly/SCiBlog39

6 Do you have social selling skills?

☐ Yes ☐ No

LinkedIn, Twitter, SlideShare and Blogs - gain insight from them and connect with key targets. Get tips at http://bit.ly/SCiBlog38





7 Do you look like an expert?

☐ Yes ☐ No

Content marketing position you as an expert; and add useful facts & figures into sales conversations. Check http://bit.ly/SCiBlog29

8 Are you protected?

☐ Yes ☐ No

The EU Data Regulation changes direct selling from an opt-out system to an opt-in rule. Are you ready? Learn more at http://bit.ly/SCiSlide3



Call to action

If you answered No to any of the above, SCi may be able to offer some free advice. Give Brendan O'Flaherty a call on 020 8846 3950.

In the meantime, please scan the QR Codes opposite or use the short links to view our webinar recording and white paper.

Webinar recording
bit.ly/SCiWebinar7

White paper
bit.ly/SCiWhitePaper

SCi started life as a B2B telemarketing agency in 2002, but we've grown to become a leading sales acceleration company. Voice marketing and human interaction are still our core services, but they are supported by other online/offline marketing tools.

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* Source: Sirius Decisions, 2011