



NAME

LOCATION

TITLE

1. Describe the greatest benefit you have recognised by having The Sales Activator® as part of your team's development strategy.

2. What is the easiest aspect of using The Sales Activator®?

3. How have sales meetings been affected since installing The Sales Activator®?

4. What strategies have you introduced to best utilise The Sales Activator® resources?

5. What other ideas and strategies will you be including in the future?



6. Can you quantify the impact that The Sales Activator® has had on one or more of the following. (If you (✓) 'yes', please provide more detailed information to explain about the positive impact).

Increased Sales ?
By how much?

YES

Improved Profit Margins?
By how much?

YES

New Accounts Opened?
How many additional new accounts has your team opened during the pilot period?

YES

Activity?
What type of activity?

YES

Up selling/additional product lines sold?
Describe the specific gains in this area:

YES

7. Select (✓) The Sales Activator® benefits that apply to you and your team (select all that apply)

- a. Provides 'just in time' training as and when development needs are recognised
- b. Creates a powerful platform for sharing of ideas and best practices
- c. Creates competition and team involvement in the learning process
- d. Provides continuous development to keep learning fresh and front of mind
- e. The Suggestion Cards provide small chunked learning, so are easily absorbed
- f. Ongoing game-play provides the opportunity to check for understanding
- g. Regular use provides revenue building opportunities by increasing sales skills & knowledge, whilst helping to shift & change limiting beliefs that can stall the sales process

8. Would you recommend The Sales Activator® development system to your colleagues and/or other consultative sales industries? If yes, – why?

