

# The IMPACT Selling Sales Strategy Index Coaching Report™ 3.0

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*"He who knows others is learned.  
He who knows himself is wise."  
—Lao Tse*

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Recruiter

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# INTRODUCTION

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The Sales Strategy Index is an objective analysis of an individual's understanding of the strategies required to sell successfully in any sales environment. It essentially answers the question, "Can this person sell?" Like any profession, selling has a body of knowledge related to its successful execution. It is this knowledge that the Sales Strategy Index measures.

Although dealing with the issue of whether a person can or cannot sell is an essential component in predicting or improving sales success, it is certainly not the only one required for optimum sales performance. Behavior, attitude, and personal interests and values are other areas to consider.

Understanding effective sales strategy can help lead you to success as long as you implement it. However, just knowing it is not enough, you must utilize what you know.

This report will give you feedback on your strengths and weaknesses. From this you can develop a plan to overcome your weaknesses. Knowledge of one's strengths and weaknesses, along with a desire to be the best you can be, will allow you to target your professional sales growth.

# SALES STRATEGY INDEX™

## CATEGORY ANALYSIS

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Name: **G.I. Joseph**

**INVESTIGATE:** The first step of the sales system. It is the phase of the sale where prospects are identified, detailed background information is gathered, the physical activity of traditional prospecting is coordinated and an overall strategy for face-to-face selling is developed.

(6/9) 67% of the time you chose the most effective strategy

(3/9) 33% of the time you ranked the second most effective strategy as your first choice  
67% Primary Effectiveness Rating

**MEET:** The first face-to-face interaction between a prospect and the salesperson, this step is designed to enable the salesperson to display his or her sincere interest in the prospect...to gain positive acceptance and to develop a sense of mutual respect and rapport. It is the first phase of face-to-face trust building and sets the face-to-face selling process in motion.

(5/8) 63% of the time you chose the most effective strategy

(1/8) 13% of the time you ranked the second most effective strategy as your first choice  
63% Primary Effectiveness Rating

**PROBE:** The questioning and detailed needs analysis phase of the face-to-face sale, this step of selling enables the salesperson to discover what the prospect will buy, when they will buy and under what conditions they will buy. It is allowing the prospect to identify and verbalize their level of interest and specific detailed needs in the product or service the salesperson is offering.

(2/6) 33% of the time you chose the most effective strategy

(3/6) 50% of the time you ranked the second most effective strategy as your first choice  
33% Primary Effectiveness Rating

# SALES STRATEGY INDEX™

## CATEGORY ANALYSIS

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**APPLY:** Much different from traditional "demonstration" or "product presentation," this step allows the salesperson to present his or her product in such a way that it fulfills the stated or implied needs or intentions of the prospect as identified and verbalized in the Probe step.

- (4/8) 50% of the time you chose the most effective strategy
- (2/8) 25% of the time you ranked the second most effective strategy as your first choice
- 50% Primary Effectiveness Rating

**CONVINCE:** What people believe enough, they act upon. This step is designed to enable the salesperson to build value and overcome the tendency that many prospects have to place little belief or trust in what is told to them. It is this phase of the sale that solidifies the prospect's belief in the supplier, product or service and salesperson.

- (2/6) 33% of the time you chose the most effective strategy
- (3/6) 50% of the time you ranked the second most effective strategy as your first choice
- 33% Primary Effectiveness Rating

**TIE-IT-UP:** The final phase of any selling system. This step is asking the prospect to buy, dealing with objections, handling any necessary negotiation and completing the transaction to mutual satisfaction.

- (6/8) 75% of the time you chose the most effective strategy
- (0/8) 0% of the time you ranked the second most effective strategy as your first choice
- 75% Primary Effectiveness Rating

**GENERAL:** This area represents an overall understanding of the sales process. Knowledge of the process can lead to a positive attitude toward sales and a commitment to the individual sales steps.

- (8/9) 89% of the time you chose the most effective strategy
- (1/9) 11% of the time you ranked the second most effective strategy as your first choice
- 89% Primary Effectiveness Rating

# SALES STRATEGY INDEX™

## QUESTION ANALYSIS

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Name: **G.I. Joseph**

### 54 QUESTION ANALYSIS

- 33 times chose the MOST effective strategy
- 13 times chose the SECOND most effective strategy as #1
- 2 times chose the THIRD most effective strategy as #1
- 6 times chose the LEAST effective strategy as #1

### LEAST EFFECTIVE STRATEGY ANALYSIS

Please review the following questions. In these situations you selected the least effective strategy as the most effective strategy. For each question listed, the most effective strategy is provided for your review.

8. You are meeting with the head guidance counselor at a school for the purpose of setting up an on-campus center-of-influence (COI) event where you would explain the education and training benefits your service has to offer. However, the head guidance counselor tells you that approval for such events comes from a higher level. You should:
  - A. Continue to sell the COI event in order to develop an internal advocate.
13. You and your prospect have invested sufficient time with your interview, and the prospect says, "Everything looks good to me." You should:
  - B. Ask her what day is best for her to enlist.
17. You arrive early for an appointment at a school and learn the person you are supposed to meet with will not be available at the scheduled appointment time. You should:
  - A. Use your cell phone to contact your next appointment relative to adjusting arrival time.
26. You have identified the primary reason why your prospect is interested in joining your service branch. He invites you to his house to discuss the recruiting opportunity with some members of his family. You should:
  - A. Determine who will be involved in the next meeting.

# SALES STRATEGY INDEX™

## QUESTION ANALYSIS

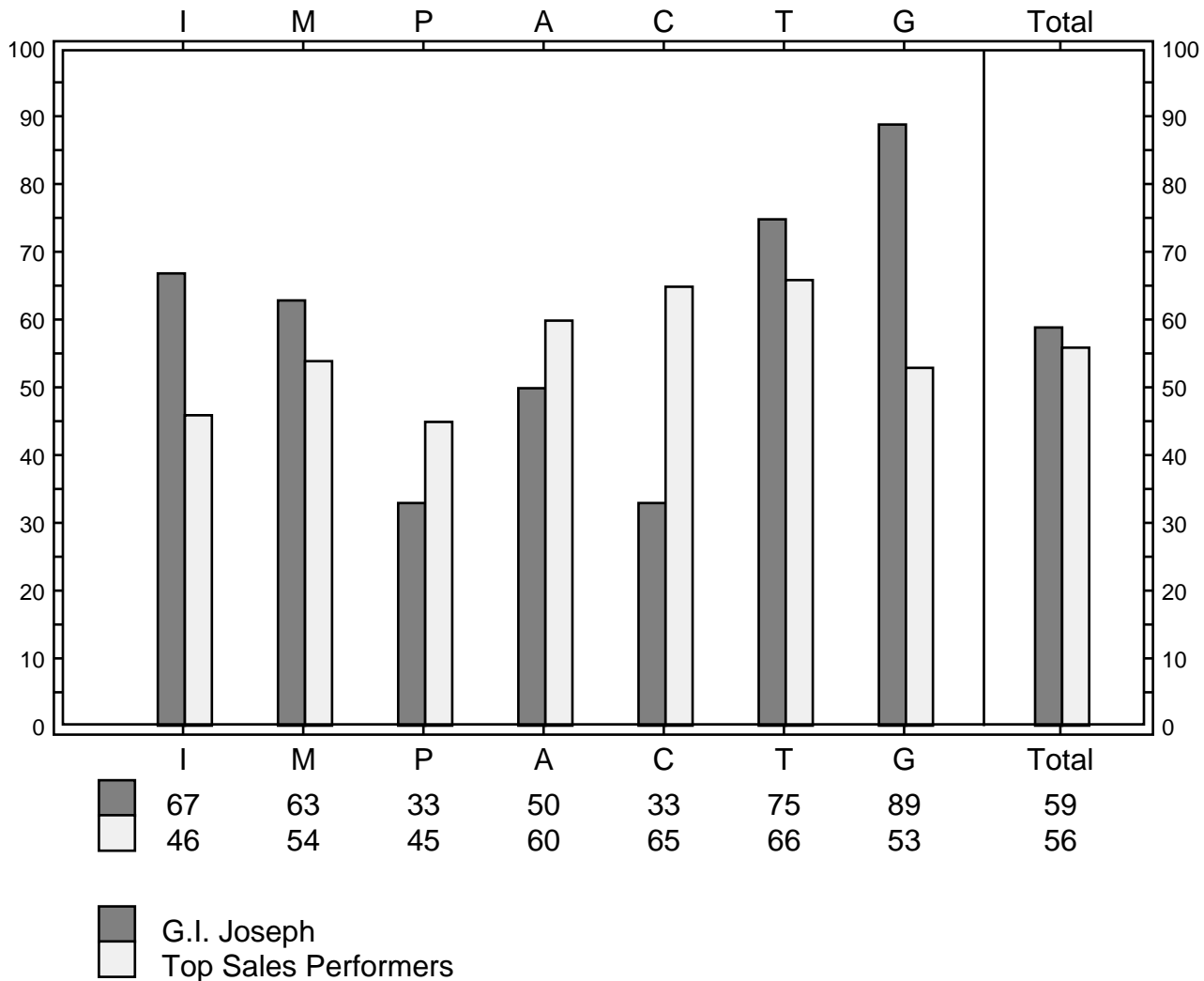
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29. You're running short of time before your next appointment; you've asked the prospect to commit, and he says, "I want to think about it." You should:
- A. Ask the prospect what he wants to think about.
45. The prospect says "I'm not bothered by the length of the commitment, but I'm concerned about whether I'll enjoy doing the job offered me for four years."
- B. Ask the prospect "What is it about the job that you think you might not like?"

# SALES STRATEGY INDEX™

## PRIMARY EFFECTIVENESS RATING

The following graph illustrates YOUR understanding of the most effective sales strategy in a series of sales situations. Research validates that understanding and applying an effective sales strategy is directly related to sales success. The higher the score in any particular area the stronger your specific understanding of what is required to be successful in the sales process.



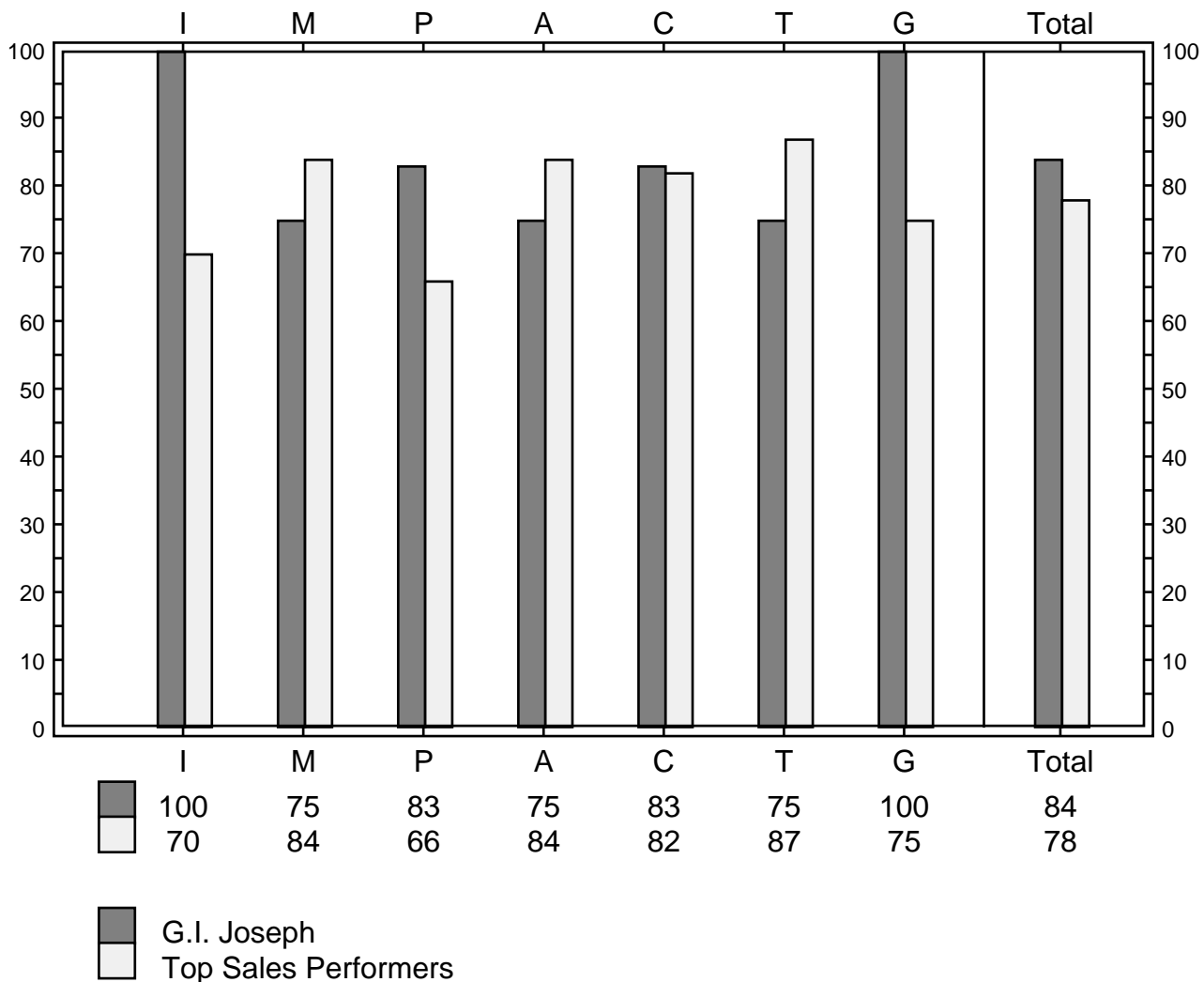
I=Investigate M=Meet P=Probe A=Apply C=Convince T=Tie-it-up G=General



# SALES STRATEGY INDEX™

## PRIMARY AND SECONDARY EFFECTIVENESS RATING

This graph illustrates your overall knowledge of the most and second most effective sales strategies. The higher your score in any segment, the better your broad understanding of the overall sales strategy required in that step of a successful sale.



I=Investigate    M=Meet    P=Probe    A=Apply    C=Convince    T=Tie-it-up    G=General