



**I have been able to implement the practices (Quota® COACH™) with the sales force across Canada and I believe it is a big reason why we are prospering during this recessionary time. We have been able to increase our sales by 30% YTD and we are currently the best performing division globally”**

**MR. FRANK MALTA,**  
NATIONAL SALES  
MANAGER,  
HANDICARE CANADA

## QUOTA® SYSTEM PROGRAMS

### Quota® Coach

Quota® COACH™ is an essential Sales Management program that can be stand-alone or a powerful follow-up to the Quota® experience. Studies have consistently identified that even the best personal development programs require follow-up and coaching to realize maximum benefits.

Quota® COACH™ builds on the competencies and process skills taught in the Quota® Game experience. Sales



people are ensured of a continuous improvement process by Sales Management's professional follow-up and comprehensive application of Quota® COACH™ concepts. Plus, the unique Quota® COACH™ format provides you the flexibility to choose which modules (after the Day One Core Program) best fit your own Sales Management Development Plans.

Whether you opt for the Day One Core Program or would like to add additional follow-up Modules, you will be ensured of top sales and field performance.



Day One Program	Additional Modules	Additional Modules
Sales Management Roles and Responsibilities	Salesperson Orientation Programs	Create Dynamic Reward and Recognition Programs
Recruiting Elite Salespeople	Focused Coaching	Sales Performance Tracking
Writing Compelling Offers, Letters and Sales Compensation Plans	Conducting Memorable Sales Meetings	Comprehensive Sales Training Program
Enhance Field Coaching Competencies	Territory Marketing Plans	Manage Sales Performance Challenges