



QPS™ follows the unique Quota® gamification process and provides each attendee with QPS™ pre-work; workbook; binder; laminated skill review cards; pen and QSSL™ prizes. QPS™ is a one-day program that requires little time off the clock but an immense impact on bottom line success!

QUOTA® SYSTEM PROGRAMS

Quota® Professional Services™

Quota® Professional Services™ (QPS™) recognizes that professionals (Lawyers; Accountants; Consulting Services) require skills in business development and rainmaking.

These skills follow the same core business development skills taught in Quota® but have been customized for professional services industries and the lexicon typically used in these services.

Quota® Professional Services™ is a fun, interactive learning experience that teaches participants critical business development and account management skills.



QPS™ is a core program that teaches business professionals a 6-Step program covering:

- 1 Prospecting & Qualifying
- 2 Initial Meeting
- 3 Needs Analysis
- 4 Presentation of Services & Fees
- 5 Client Approval
- 6 Commitment and Delivery of Service

Whether a junior partner; new accountant or consultant, your ability to generate new business and sustain client relationships is critical to your ongoing success.

QPS™ provides the roadmap on all the competencies required to achieve business development success.

