

QUOTA® SYSTEM PROGRAMS

Quota® Charisma™



Can you guess the amount of business opportunities lost because your sales person didn't have 'chemistry' with your client?

We live in the time of Homogeneity. One salesperson is just like the other. They know their products and their companies. They recite their product benefits by heart. They typically ask one open question after the other. Their clients don't remember them after a few hours.

The reason for being easily forgettable is simple: they were trained in old sales techniques that focus on Feature-Advantage-Benefit (FAB) or asking questions.

To today's sophisticated customer, one salesperson is just like the other. Customers have developed a wide range of defence-mechanisms against typical sales methods.

Customers expect their representatives to already know their business and how their products/ services can benefit them.

However, we are also living in an entertainment culture. We remember the story a charismatic speaker told us in their speech at a conference, but we don't remember the slides of previous presentations.



Customers are drawn by the energy and personality of a salesperson who goes beyond selling. Partnering with them is simply a positive experience.

This is why we developed Quota® Charisma™!

This program is for the sales person that wants to stand out in a crowd and have a stronger 'connection' with their clients.

Quota® Charisma™ trained salespeople simply means more business for you!

