

The Path to Guaranteed Growth



Did you know?

- ▶ 50% of all sales go to the first salesperson to contract the prospect ¹
- ▶ The average cost of customer contact via phone is \$33.11 and via field call is \$276.48 ²
- ▶ It takes an average of 18 calls to actually connect with a buyer, yet 41.2% of salespeople said their phone is the most effective sales tool at their disposal ³
- ▶ Over 50% of sales managers are too busy to train and develop their sales teams ⁴

SOURCES: 1) insidesales.com 2) Salesforce.com 3) Hubspot.com 4) Salesforce.com