

# Conquering the Age of Confusion™ with Effective Sales, Marketing, and People Systems!

## Personality Survey System

*What is the cost of employee problems?  
Our process and experience can help.*

**Step 1: "Define the Job"** Before we can select the right person for a job, we need to define what it takes to be the "right" person. To do this, managers need to answer a number of questions about the job and specific work environment. They need to know more about the temperament and behavior patterns required for the job. Research has shown the soft skills, such as temperament, attitudes and emotional maturity, as opposed to hard skills like education and technical designation, are the ones that lead to success.

**Step 2: Assess the Candidate** After defining the requirements and behaviors of a job, we need to assess the behaviors a prospective candidate will bring to the job. Employees rarely fail because they lack the experience and skills to do the job. They fail because they lack key behavioral requirements, such as a high sense of urgency or the ability to make decisions. We can provide tools to help know when we find the right person—with the right temperament.

### **Step 3: Retain and Develop Good People**

Once we've hired good candidates, how do we keep them? How do we ensure employees remain challenged and productive? How do we motivate and develop them for optimal performance and teamwork? How do we provide them with the tools they need to increase their personal effectiveness? Getting Teamwork Solutions involved is how.

## ACT Consulting/Training

**ACT! is an integrated contact management software application that centralizes customer information** to help professionals better manage business relationships. This product is geared to individuals, corporate workgroups, and small businesses.

### **Work remotely yet still have access to all your notes and other details from HQ.**

Instantly access names, phone numbers, addresses, notes from previous conversations, upcoming appointment details, call histories, a list of follow-up activities, and much more!

**Stay on top of your schedule and coordinate with others** with ease by tracking prioritized calls, meetings, and to-do items, including completed and follow-up activities. Create and send personalized mail-merged letters, faxes and e-mail with a few clicks.

**ACT! manages your sales pipeline** with forecasting tools and built-in reports and allows you to safely share complete customer information with your workgroup. It interfaces with Outlook, handhelds – both Palm OS® and Pocket PC, and paper planners to propel your business to a whole new level.

**Teamwork Solutions, Inc.** provides the following services:

- Assessment of Contact Management and Data Backup needs.
- Installation of the ACT! software.
- Customization of the ACT! Database.
- Palm Device Installation and Setup.
- Training and support.

## Focus Marketing and Sales System Development

**Our *Focus Marketing Seminar and On Site Training* provides tools on how to align your company, your products, and provide appropriate services. It shows how the entire corporation contributes to sales.**

**Teamwork Solutions, Inc.** provides the following services:

- Re-Focus the marketing messages so the customers get clear pictures of what the company's products and services are all about.
- Focus and Re-Engineer the sales process and entire organization so the sales system, marketing messages, corporate goals, sales metrics, and compensation are all congruent and mutually reinforcing.
- Provide Sales Training & Coaching.
- Technology integration for efficient and effective processes and results.

Aren't we all exposed to too many sales pitches? Too many voice mails, e-mails, letters, websites? i.e. too much information? Are not our customers in the same boat?

Companies need to tailor their sales efforts to get through to potential clients by sending clear, unambiguous messages, consistently and creatively.

TSI does this with a clear plan, clear goals, and a systematic approach. Why not give us a call and try us out for a session or two?