



The Next Level Sales System Quarterly Check-up

Congratulations on establishing your tailored, best practice Next Level Sales system. Focused and passionate implementation of the system will provide your organisation with a sustainable competitive advantage at the critical customer interface with your sales process. Now it is time to establish your System quarterly Check-up.

What is it?

This Check-up is a quick and “low touch” audit conducted by The Next Level consultant on a quarterly basis to ensure that your original investment is maintained and enhanced. Just as you would protect your expensive new car by following the maintenance schedule, so you should maximise your Sales System performance in a similar way.

Why should you do it?

The Check-up is designed to quickly assess your Sales System current performance and integrity, and to identify maintenance and enhancement opportunities. The consultant’s maintenance work will detect notable deviations from the original design and development.....the consultant’s enhancement work will offer relevant upgrades from our continuous improvement program underpinning The Next Level Sales System as new application learnings are regularly “coded” in.

How do we do it?

The Sales System Check-up follows the following schedule, and can be completed by The Next Level consultant within an elapsed week each quarter.

Level 2	<ul style="list-style-type: none">• Sales role scope (hunting-farming-servicing)
Level 3	<ul style="list-style-type: none">• Customer classification/prospect profiling• Farming infrastructure• Hunting infrastructure
Level 4	<ul style="list-style-type: none">• Visit productivity benchmarks
Level 5	<ul style="list-style-type: none">• Sales scoreboards• Sales system and scoreboard software support
Level 6	<ul style="list-style-type: none">• Internal benchmarking (league tables)

At the end of the week, we meet with you to go through the findings and recommendations of our short, sharp report.

What do you need to do?

We will make contact with you in the month leading up to the quarterly Check-up to set out the data and System access requirements we will need. The Check-up is “low touch” because there is little involvement required from your Management group.

What is the benefit for you?

You will receive concise feedback to pinpoint what is working well and what you need to improve to ensure your Sales System keeps you ahead of your competition, optimises your account manager – customer relationships and maximises your sales team return on investment.

To find out more contact The Next Level on:
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