

SALES INSIGHTS AUDIT

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**For the CEO,
Founder, MD & Sales
Director who wants
more....**

- **Insight into the real potential within the sales function & how to release it**
- **Traction to remove sales hurdles that kill sales performance**
- **Revenue from all sales activities**
- **Value in the sales pipeline & sales forecast**
- **Transparency, accountability and scalability in the sales team**
- **Better quality customers & sales pipelines**

WHAT'S THE OUTPUT FROM A SALES AUDIT?

A Fast Action Pack containing:

- **A full report on the findings with key action plans**
- **Sales Leakage Report – to drive Continuous Sales Improvement**
- **A detailed list of Problems, Consequences, Financial Impacts & Turnaround Solutions**
- **A 30 day fast action plan addressing the key problems impacting conversion**
- **A half day boardroom style Q & A session with key managers and directors to discuss findings & solutions, ownership & accountability towards sales growth**

A Sales Audit is a Gateway Event & vital in planning for a successful sales future.

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The Morton Kyle Sales Insights Audit