

**FREE**

# Sales Representative Training Manual

 **Dial an  
ACCOUNTANT**

# Direct Sales Representative Training Manual

**United States. Domestic and  
International Business Administration**



## **Direct Sales Representative Training Manual:**

*How To Find, Recruit & Manage Independent Sales Agents-Part of the Action Plan For Sales Success Series* Robert J. Weese, 2015-02-02

Are you struggling to grow your sales? Trying to decide whether the time is right to hire a direct sales force? Would you like to approach new markets and territories using a proven business model that will reduce your go to market costs? If you are looking to expand your sales into new markets or territories it usually means you have to find a dedicated sales person to work direct for your company. This is an expensive and time intensive method of expanding your business. Attempting to recruit and train sales people who are going to be in a territory that is not local can be very difficult to accomplish. Costs of recruiting are high, remote management and training becomes a problem, and monitoring the new sales rep's performance can become a full time job. The answer is to find experienced local sales agents who reside in the territory you want to penetrate. In some industries sales agents represent the bulk of a company's selling strategy. In North America alone there are tens of thousands of sales agents and many are looking for new products to represent. If you are looking for a comprehensive guidebook that can help you find, train and manage independent sales agents (ISAs) also called manufacturers' representatives, then this book is for you.

*How to Find, Recruit, Manage Independent Sales Agents* is a proven turnkey system that will become the foundation of your sales agent program.

**What You Will Learn:**

- The power of independent sales agents
- Three models for sales agent programs
- How to find sales agents in your industry
- How to approach and engage sales agents in their language
- How to design a sales agent compensation program

Each chapter contains coaching exercises to help you create your program so it will attract the attention of sales agents. The book is loaded with scripts, templates and tips that can help you build your own alternate sales channel using sales agents.

**It All Starts Here:** if you are trying to decide whether to hire more full time direct sales people for your organization or look for new alternatives that will reduce your cost of sale, then this book is right for you. This fast moving practical book based on years of experience shows you how to leverage and multiply the sales potential of your products and services, selling five and ten times as much as you ever thought possible.

**Brian Tracy, Author, Ultimate Sales Success:** Bob has written a comprehensive guide which offers the reader a complete review of how to select, manage and motivate independent reps. He provides proven exercises, forms and templates to equip interested sales managers with the necessary tools to run their own successful sales agent program. This book is essential reading for anyone interested in the independent sales rep business model.

**Allan R. Lambert, CSP, Billiken Group LLC:** Manufacturers need to learn more about how the rep business functions before they approach someone. They need to talk to other companies that use reps or attend one of the MRERF programs. Unfortunately, only a very small percentage of companies know about reps.

**Karen Jefferson, CPMR, CSP, Executive Director, MRERF:** As more companies are looking for cost savings, you are going to see a move towards more sales outsourcing. The agent business is poised for growth. Agents are going to play a very important role as more international companies are trying to break into the North American market.

Pierre Carriere President BEXSA Solutions Inc More and more large companies are finding their direct sales force is a huge expense Cost of sales is rising and the ramp up time for a new sales person can take months or more With agents getting paid on results it really makes sense for companies to consider this sales channel Craig Lindsay CPMR CSP President Pacesetter Sales Associates *Franchise Opportunities Handbook* ,1991-06 **System** ,1931 **Franchise**

**Opportunities Handbook** United States. International Trade Administration,United States. Department of Commerce,1988  
The Complete Guide to Sales Force Incentive Compensation Andris A. Zoltners,Prabhakant Sinha,Sally E. Lorimer,2006  
Designing an incentive plan to turn sales reps into sales superstars If you re like most sales leaders your incentive program is a constant challenge as you try to jumpstart sales energize a geographically dispersed and autonomous workforce and motivate salespeople to achieve ambitious revenue goals And sometimes it seems like you just don t know what works your products and markets are changing the incentive program that was so successful last year no longer produces the desired results or perhaps the generous incentive program you created has yielded a corps of highly paid salespeople who spend most of their time on existing clients and minimal time generating new business and threaten to walk away with your customer base if you scale back paychecks Incentive programs are seductively powerful but complicated instruments Without careful planning and implementation they can be too stingy to motivate too complex to understand too quick to reward mediocre results and too difficult to implement But a well designed and implemented incentive program is an essential tool for building a motivated highly effective sales force that delivers the results you need The Complete Guide to Sales Force Incentive Compensation is a practical accessible detailed roadmap to building a compensation system that gets it right by creating motivating incentives that produce positive outcomes Packed with hundreds of real life examples of what works and what doesn t this important guide helps you Understand the value of building an incentive plan that is aligned with your company s goals and culture Avoid the common trap of overusing incentives to solve too many sales management problems Measure the effectiveness of your current incentive program employing easy to use tools and metrics for pinpointing its weak spots Design a compensation plan that attracts and retains successful salespeople including guidelines for determining the correct pay level the best salary incentive mix the proper performance measures and the right performance payout relationship Select an incentive compensation plan that works for your organization then test the plan before it is launched Set territory level goals that are fair and realistic and avoid overpaying the sales force because goals are too easy or demoralizing salespeople by having goals that are too difficult or not fairly assigned Create and manage sales contests SPIFFs Special Performance Incentive for Field Force and recognition programs that consistently deliver the intended results Manage a successful transition to a new compensation plan and build efficient administration systems to support your plan Every year corporations spend 200 billion compensating their sales forces with extremely mixed results Make sure every dollar you spend is helping to achieve your goal of creating an empowered effective sales force that drives your company s

success Packed with ready to use formulas and assessment tools and a wealth of insights from frontline sales managers and executives The Complete Guide to Sales Force Incentive Compensation is your hands on easy to read playbook for crucially important decisions *Code of Federal Regulations* ,2000 Special edition of the Federal Register containing a codification of documents of general applicability and future effect with ancillaries **The Code of Federal Regulations of the United States of America** ,1994 The Code of Federal Regulations is the codification of the general and permanent rules published in the Federal Register by the executive departments and agencies of the Federal Government **Department of Defense Supply Management Reference Book** ,1987 **Class** ,1929 Kiplinger's Personal Finance ,1975-06 The most trustworthy source of information available today on savings and investments taxes money management home ownership and many other personal finance topics **Class and Industrial Marketing** ,1929 **Class & Industrial Marketing** ,1929 **Skills for the Changing Workplace** Catharine P. Warmbrod,Marilyn J. Gordon,1985 CareerJournal.com Resume Guide for \$100,000 + Executive Jobs William E. Montag,2002-10-22 The Proven Professional Resume and Job Search Guide for Executives in the 100K and Above Salary Range This new expanded edition of a classic bestseller supplements veteran career advisor William Montag s years of experience with the powerful online resources of CareerJournal.com The Wall StreetJournal s own career Web site Let this handy resource be your own professional executive coach with up to the minute advice on how to land your ideal executive job using proven high visibility marketing techniques The top notch real world resume and cover letter samples inside will help you launch your search with the same competitive edge held by the top level clients of Montag Associates You ll learn how critical self marketing is to your success and how to maximize your marketability by pairing the perfect cover letter with the right resume for any job opportunity By combining the author s power packaging and patented Expansionist Theory TM methods with 24 7 online job search strategies you can outmarket outsmart and outclass the competition Put your executive job search on the fast track with All the marketing techniques and online skills of professional executive career coaches Up to date listings of the best career and job search sites on the Internet Sample resumes accompanied by their own specially designed cover letters Frequently asked questions and market tested answers Top ten rules for the twenty first century job market *Franchise Opportunities Handbook* United States. Domestic and International Business Administration,1986 This is a directory of companies that grant franchises with detailed information for each listed franchise *SALES ENABLEMENT A practical guide for sales talent development* Takahiro Yamashita, This book is written for Sales Enablement Practitioners and all those involved in sales and addresses the following concerns Why can t we close sales skill gaps Why does OJT training produce inconsistent results Why do we always rely on a few top performers Despite all the training and coaching we conduct why do we not check and review the results How can we work more effectively with HR and marketing While every company tries to increase their sales figures few companies offer a systematized talent development program specifically for salespeople This book aims to highlight how a company can

implement an effective sales talent development program to increase its productivity significantly By incorporating the content offered in this book its reader will have a clear picture on the following to create a muscular sales organization 1 Creating a PDCA Plan Do Check Action cycle of talent development program 2 Fostering a learning culture within your company 3 Verifying a return on investment of talent development training In this book the author will explain from the perspective of sales talent development what steps companies that wish to engage in sales enablement should take how they should proceed and what they need to develop as a prerequisite for proceeding It also offers a variety of successful and practical case studies where a talent development program has been implemented      **Oxford Guide to Plain English** Martin Cutts,2009 Plain English is an essential tool for effective communication This handy guide provides authoritative help on how to write clearly and effectively In 25 easy to follow chapters it covers straightforward language sentence length active and passive verbs punctuation grammar writing emails proofreading and good organization      Job Patterns for Minorities and Women in Private Industry ,1966      *Kazakhstan Investment and Business Guide Volume 1 Strategic and Practical Information* IBP, Inc.,2015-09-11 *Kazakhstan Investment and Business Guide Volume 1 Strategic and Practical Information*      Sales Management ,1929

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