

# The 6 Hidden Sales Weaknesses that Limit Sales Results

written by Lauri Moon | October 4, 2016

Most companies fail to generate all of the possible revenue. While some do better than others, most companies fall well short of their potential. On average, only 60% of salespeople meet their quotas, suggesting that either the quotas are unrealistically high or the salespeople are very ineffective.

Register today for “The 6 Hidden Sales Weaknesses that Limit Sales Results” hosted by sales expert Dave Kurlan, Founder and CEO of Objective Management Group. In this fast-paced presentation, Dave will dig into data from more than 1 million salespeople and explain how just 6 hidden sales weaknesses could be the cause of all of this mediocrity.

- Learn what the 6 sales weaknesses are
- How they impact salespeople
- How you can determine whether your salespeople have these weaknesses
- What you can do about it

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