

UNEMPLOYMENT

40 Million Unemployed!

5 Million of them were in Sales of some kind.....

What is the chance that one of them is stronger than your weakest salesperson?

“THE RIGHT HIRE”

Recruiting in the Post Pandemic Sales World



As opposed to six months ago, NOW, may be the best time to recruit stronger salespeople, *even* if you do not currently have an opening. Selling has changed in the past three months. Not everyone will be able to make the transition. It does not mean they are bad people, but perhaps the new marketplace may not be a fit any longer.

The **average cost of a mis-hired salesperson is over \$240,000.00.** Invest \$149.00 and three hours to find ways to increase your chances at securing The Right Hire.

SIGN UP TODAY!

Date: Wednesday, July 1, 2020

Location: Live Stream or in-person at our Performance Center

Time: 9:00 to noon eastern time

Cost: 149.00\$

MOORE POWER SALES

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Altoona, PA 16602

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[CLICK HERE TO REGISTER!](#)

We Will Cover:

- What has changed in your market and your sales team needs to upgrade their abilities?
- Is your current recruiting process successful in recruiting stronger players?
- Why recruiting, interviewing, and hiring salespeople is totally different than any other position and must be built for sales.
- What can we do with a Resume to uncover Fact from Fiction?
- How to create the right “DNA” for your sales candidates.
- What must be in place for your new hire to be successful in the first six months?
- How Sales Management *must* be ready

This will be a Live and interactive workshop. Join your professional peers as we build the platform to Upgrade your Salesforce!

AGENDA



9:00 – Welcome and Introductions

9:10 –10:15

- Why hiring salespeople is so different than any other job
- Common missteps in the Salesperson Hiring Process – from 25 years of experience I'll review where I find common deadly flaws
- A Sales and Recruiting System and Process
- Building the Sales Job with no “wiggle” room

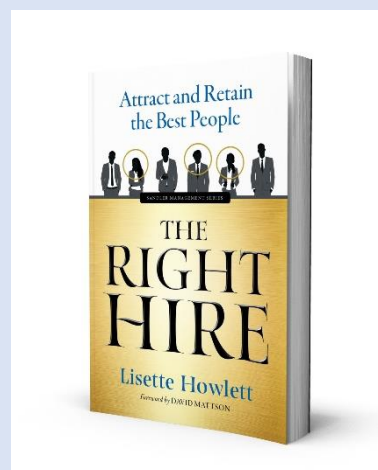
10:15 – 10:30 – Stretch break

10:30 to Noon

- How to dissect a Resume
- Where do assessment come in, or do they?
- Questions to ask gleaned from the Resume
- Making a quick telephone screening interview
- The face to face interview – not for the weak at heart
- Hiring – the second interview
- Do you have an On-Boarding plan for success?
- The crucial role of Sales management

Included:

1. The Live workshop
2. The Right Hire Book
3. Additional hand-out and materials



To Register:

http://moorepowersales.sandler.com/content_section/show/317850

OR

Give us a call at 814-944-0828