

HELPING  
**CLIENTS**  
SUCCEED.™

FAST  
**FACT**

**Multinational engineering and IT company**

Within one year of the program, 80% of the sales team hit their quota —resulting in a 40% increase in sales



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THE ULTIMATE COMPETITIVE ADVANTAGE

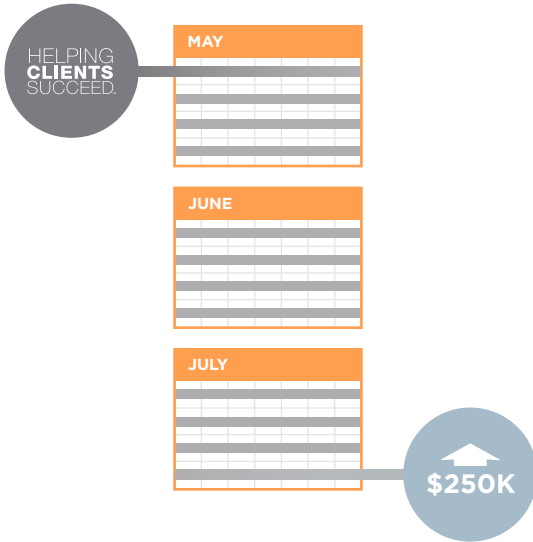
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**Multinational IT and management consultancy company**

Credits closing a \$250K consulting opportunity within 90 days of launching the program.



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**One of the largest technological corporations in the world**

Attributed \$55m of revenue in less than 3 months.



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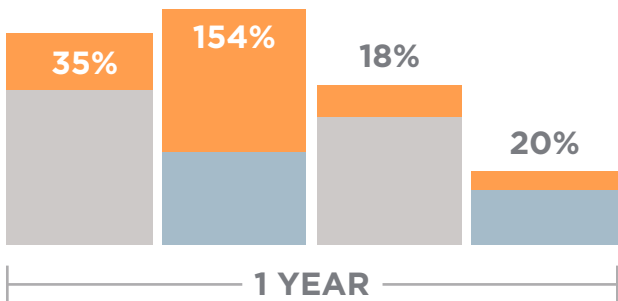
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**One of the world's largest database analytics providers**

After less than one year, overall sales had increased by more than 35%, new accounts were up by 154%, average deal sizes increased by 18% and returning customers had gone up by 20%



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**A travel technology company, serving  
travel agencies and corporations**

In 5 out of 6 quarters, global win rates were above 60% on new business opportunities.



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**Multinational information technology corporation**

Secured meetings with 21 of 50 high-value, target accounts  
in two days.



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**An Asian partner for Dell**

Attributed \$76M in YTD revenues.



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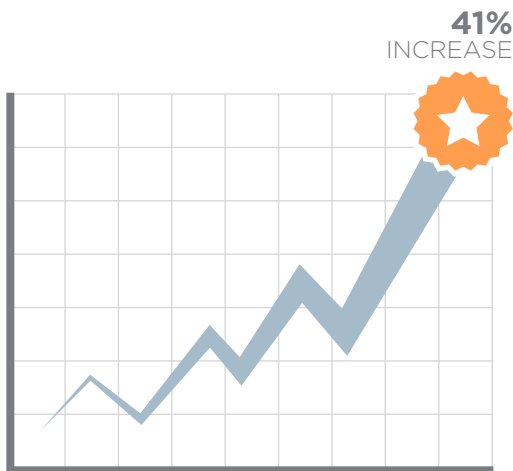
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**Award-winning Microsoft business intelligence  
and data warehouse development team**

Revenues increased by 41% in the first year alone. Named Microsoft Partner of the Year. Today, as much as 9% of new business opportunities come from client referrals.



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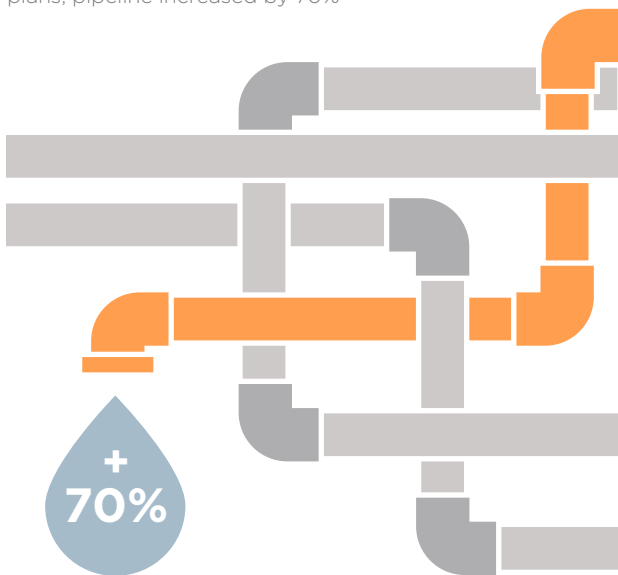
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**Business and technology consultancy company**

After only one month of implementing the prospecting call plans, pipeline increased by 70%



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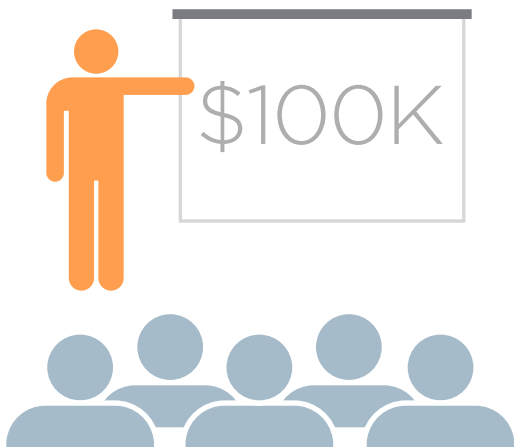
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**Specialists in developing custom software solutions  
for the Oil & Gas industry**

Immediately after leaving the session, one team member reports getting a meeting that led to a \$100K which closed in less than 30 days.



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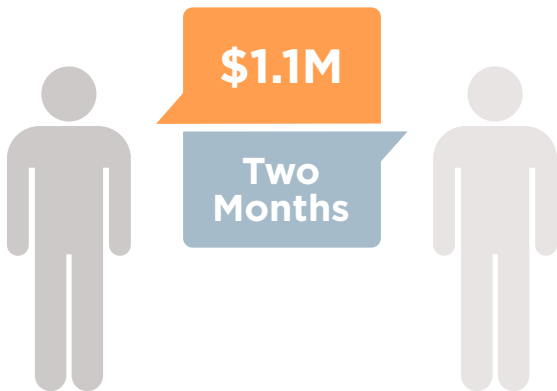
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**Consulting, technical services and outsourcing company**

Two months after the session, one team member reported closing a deal valued at \$1.1M.

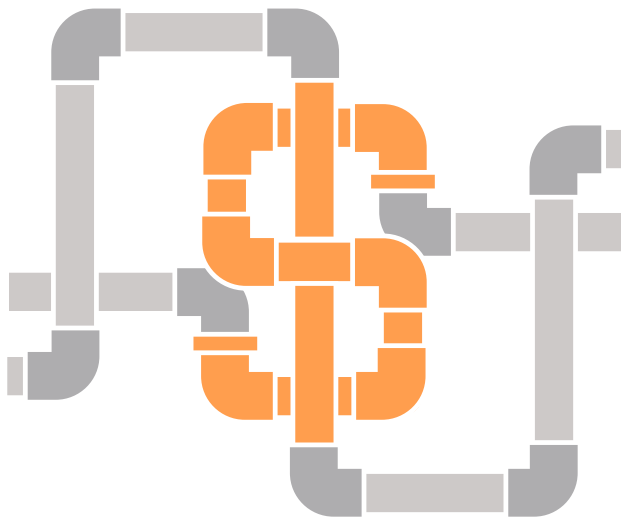


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**Microsoft Network Partner in China**

Attributed more than \$2M in pipeline—in less than 30 days—to the program.



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**One of Canada's largest  
communications and media companies**

Within four weeks of the session, the sales team had secured over 50 appointments with key decision makers and added 47 new opportunities to their pipeline, representing a 2x increase.

