

## JOIN A COMMUNITY OF COMPANIES WITH THE BEST SALES LEADERS ON THE PLANET

### Connect. Learn. Apply.

**CONNECT** Connect with like-minded executives and sales leaders who are dedicated to developing and improving themselves and their teams.

**LEARN** Learn proven best practices, systems and processes, and how the Sales Performance Factors equip you and your sales team to be more effective and efficient.

**APPLY** Leverage your Pivotal Coach to help you apply, implement and drive adoption that supports your sales growth.



“In the past, we were more concerned with year-over-year sales growth. Now, our reps need to accomplish specific goals and activities...We’re now focused on each rep’s progress towards plan.”

“Companies go through transitions and people come and go. What I’ve learned from Pivotal Advisors I will always have.”

“Working with Pivotal Advisors turned me from a ‘How Guy,’ where I was doing everything, to a ‘What Guy,’ where I was able to delegate things that others should do.”

“When we followed the Pivotal System, we grew. When we didn’t, we were stagnant.”



# YOUR PEAK ALLIANCE MEMBERSHIP INCLUDES...

Audience: **(E)** Executives | **(SL)** Sales Leaders | **(ST)** Sales Team

CONNECT



## PEAK PEER GROUP **(SL)**

Sales leader peer group meetings that go in-depth on one of the topics within the Sales Performance Factors. Includes interactive time with the group to leverage each others' experiences and help make better decisions.



## PEAK SUMMIT **(E)** **(SL)**

Informal time to meet with other members of the Peak Alliance. Includes time to network as well as expert speakers to discuss broader topics around business growth.



## PIVOTAL LINK **(SL)**

Engage with the Peak community in a private LinkedIn group. Receive helpful tips and information. Ask questions, get feedback and build valuable connections.

LEARN



## PIVOTAL INTERACTIVE LEARNING **(SL)**

Learn when it is convenient for you through online interactive courses on topics from our Sales Performance Factors including downloadable, customizable tools and practical ways to implement your learnings.

### Topics include:

- Sales Performance Factors
- What Makes a Great Sales Leader
- Sales Operating System
- Sales Planning for Sales Leaders and Salespeople
- Ideal Client
- Differentiation
- Selection
- Sales Process
- Measurements
- Coaching and Feedback

*New topics will be introduced throughout the year.*



## PIVOTAL EDUCATION **(E)** **(SL)**

Executives and sales leaders learn together to discover new ways to approach sales growth. Includes helpful tips you can use right away with your sales organization.



## PEAK TEAM TRAINING **(SL)** **(ST)**

Invest in your sales team's development. Bring your sales team to these training sessions that include best practices and interactive learning to help them improve their selling skills.

APPLY



## PIVOTAL COACH

Discuss your goals and how the Sales Performance Factors can help you and your organization. Your Pivotal Coach will help you implement and drive adoption, provide recommendations and offer ad-hoc advice.



## PIVOTAL TOOLBOX

Access tools and resources you can download and customize for your organization based on your specific areas of need. Tools include: Job Profiles, Interview Guides, Onboarding plans, Scorecards, Planning tools, etc.



## PEAK PREFERRED RATES

Receive preferred rates on Pivotal consulting services. Pivotal Advisors' offerings include: Pivotal Performance System (PPS), Fractional Sales Management (FSM), Sales Trainings and Workshops, as well as project-related work including Strategic Planning, Compensation Strategy and Structure, Selection, and Onboarding.

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www.PivotalAdvisors.com