

MORE PEOPLE, BUYING MORE, MORE OFTEN

Everyone says
“we could do with a
few more sales” – well,
here’s HOW you do it...

Join the Sales Factor Xchange – a **Coutts Redington** initiative – and receive what hundreds of other open-minded business people are now benefiting from:

- ▶ An expert analysis of your sales process to identify opportunities, gaps and underperforming assets-using our exclusive Sales factor equation...which measures:
 - ✓ Retention rate
 - ✓ Lead generation
 - ✓ Conversion rate
 - ✓ Active clients
 - ✓ Average transaction dollars
 - ✓ Repeat business
 - ✓ Annual Sales volume
- ▶ The analysis also includes
 - ✓ Untapped revenue opportunities
 - ✓ Underperforming sales/marketing approaches
 - ✓ Weak competitive positioning
 - ✓ Under-recognised business channels
 - ✓ Joint venture or Alliance partnering entities, potentially capable of doubling new prospect and client flow

THE SALES FACTOR CHANGE



- A straight-forward report (The Marchant Dallas Sales factor report) with recommendations to generate more leads, more prospects, improve conversions and attract repeat buyers
- A no-nonsense Sales Management process to follow with a focus on what to measure
- Weekly Sales Tips to your Inbox
- Access to a Master Coach for specific questions via email or Member's Forum
- A free copy of the little Yellow Book that will change your life forever – and your client's lives – for the better.
- The Introductory Module from our award winning 'How to Sell More' training program
- 15% discount off the Sales factor training program.
- 15% discount off the Instant Sales and Marketing Toolkit including:
 - ✓ 173 ways to generate more prospects, leads, and conversions
 - ✓ 140 ways to ethically increase the size of your sales
 - ✓ 45 ways to generate repeat business and ancillary/complimentary profit additions
- Opportunities and 'how to' form Mastermind business meetings in your local area and
- An Invitation to the annual SFX conference
- The joining fee is \$750 plus GST and lasts for 12 months. This comes with a 100% money-back satisfaction guarantee.... plus, we'll show you how to get your investment back quickly by referring a few of your friends to the Xchange network.

If you have any questions you can contact

Greg Redington, | 07 4796 0888

Trevor Marchant, | 0416 138 185 Eve Dallas, | 0418 780 964

TO JOIN – simply email Greg@couttsredington.com.au with the subject line SALES FACTOR NETWORK – REGISTRATION.



TREVOR MARCHANT

BBUS

- HEAD OF TRAINING EDUCATION AND DEVELOPMENT AT WESTPAC IN THE 80S
- STATE AND REGIONAL MANAGER POSITIONS WITH WESTPAC, STATE BANK OF NSW AND SUNCORP
- CO-FOUNDER AND DIRECTOR OF L J HOOKER MONEYWISE INTERNATIONAL (NOW L J HOOKER FINANCIAL SERVICES)
- FEATURED IN THE TOP 1 PER CENT OF SALES AND PERFORMANCE COACHES IN AUSTRALIA AND NEW ZEALAND
- ACCREDITED MASTER SALES TRAINER AND COACH
- HAS WORKED WITH 70 ACCOUNTING FIRMS UP AND DOWN THE EAST COAST OF AUSTRALIA
- 5000 + BUSINESS OWNERS AND MANAGERS HAVE BEEN THROUGH HIS TRAINING AND COACHING PROGRAMS
- BEST SELLING AUTHOR - THE 5 MINUTE SALES CULTURE STRATEGY AND THE ROAD TO SUCCESS
- DEVELOPER- THE GROWTH FACTOR - THE BEST BUSINESS ADVICE YOU'LL EVER GET

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