

Just like water...

*Sometimes it's the simple
things that refresh and
strengthen us....*



...re-hydrate your Salesforce.

Familiar Problem?

100% of our clients, across all business sectors, encounter the same problem ...
... they have talented salespeople who fail to reach their full potential.

Symptoms

Problems include:

- Low activity
- Poor sales results
- Profit sacrifice
- Low closing ratios
- Limited client acquisition
- Emphasis on service, not sales
- Preference for research, rather than action
- Lack of assertiveness 'in call'

Cause

- Our behaviour is directly connected to our emotional condition.
- If a sales person is uncomfortable, this will have a negative impact on their behaviour ...regardless of their ability.
- This personal discomfort is not a conscious choice, it's a habitual reaction to particular sales tasks.
- People tend to escape the discomfort by simply avoiding the tasks.

Solutions

- As the cause of the problem is their emotional condition, additional skills or knowledge training is likely to be counterproductive, as it won't actually alter the way they feel about their role.
- ReMaps unique online profiling tool accurately identifies the parts of the sales process which make an individual uncomfortable.
- This insight can be used before you recruit new staff or to support the development of existing ones.

Development

- The ReMap Development Programme is a 2-day workshop followed by 4 weeks of daily remote coaching; this ensures that effective behavioural change occurs.
- Delegates increase their comfort levels in relation to their sales activities, and therefore improve their performance and results.
- Because their emotional condition is habitually changed, their behavioural transformations are proven to be sustainable and not short term.

Recruitment

- The ReMap Recruitment Report describes whether a candidate will actually apply the talents they have documented within their c.v and displayed at interview ...something often missing from most recruitment processes.
- The unique ReMap Recruitment Report provides an in-depth insight into 21 key elements of a candidates emotional suitability for sales.
- It allows our clients to view the candidates from a different, and often hidden, perspective prior to making those expensive final hiring decisions.

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...What our Clients say about ReMap

I have been using ReMap for almost 5 years. Every member of my team has also worked with Ian and Martin, on the ReMap Development Programme with great results.

ReMap is now also an integral part of my recruitment process, and I would now feel uncomfortable hiring someone, without this extra information supplied by ReMap.

Stephen Wale, Regional Business Manager, AstraZeneca

For every £1,000 spent on the training, I received £28,000 back. Within weeks we were seeing results; increased sales and service level improvements.

Ian Styles Managing Director, Axminster Tool Centre

ReMap training was unlike any sales training we've experienced.

What we liked about ReMap was the follow through by the trainers to make sure the behavioral changes took firm hold to benefit us for the long term. I'd be happy to recommend to any sales people who are really serious about changing for the better.

John McCann Sales Director RR Donnelley

ReMap were an inspired choice. Rather than another motivational training session talking about what you could do, they actually delivered.

Tim Mayer Regional Sales & Business Manager, Everyone Active

When ReMap were recommended to me I tested their accuracy with 4 existing staff; ReMap successfully identified the high achieving sales employees and the under performer!

We now use ReMap to profile all potential candidates as part of our recruitment process. The ReMap report gives us a valuable insight into each candidate which is vital for us in the decision making process.

Malcolm Costello MD, Four Seasons Recruitment Ltd

Recruiting and Developing Sales Teams Since 2000

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