

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

Connect. Learn. Apply.

CONNECT Are you tired of doing everything yourself? Connect with like-minded executives and sales leaders who are dedicated to developing and improving themselves and their teams.

LEARN Exhausted from putting out the latest fires? 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 Do you know how to spend your time for the greatest ROI? Apply and implement what you've learned, with practical advice from your Pivotal Coach, to help you achieve your sales goals.



"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 share and learn from each other.



PEAK CONNECTION **(E)** **(SL)**

Informal time to meet with other members of the Peak Alliance. Includes time to network as well as expert speakers to discuss topics relevant to sales leadership.



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 EDUCATION **(E)** **(SL)**

Learning events that introduce a topic within the Sales Performance Factors. Includes helpful tips you can use right away with your sales organization.



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

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



PIVOTAL INTERACTIVE LEARNING **(SL)** **(ST)**

Learn when it is convenient for you. Online interactive courses on topics from our Sales Performance Factors with downloadable and customizable tools. Includes practical ways to implement your learnings with your team. 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.

APPLY



PIVOTAL COACH

Face-to-face welcome meeting to explain the benefits of your membership, discuss your goals and how the Sales Performance Factors can help you and your organization. Coaching calls to help you implement what you are learning, provide recommendations and offer ad-hoc advice.



PEAK LIBRARY

Based on your specific areas of need your Pivotal Consultant will help you select the tools and resources you can download and customize for your organization.



PEAK PREFERRED RATES

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

☎ 952.226.3388



www.PivotalAdvisors.com