



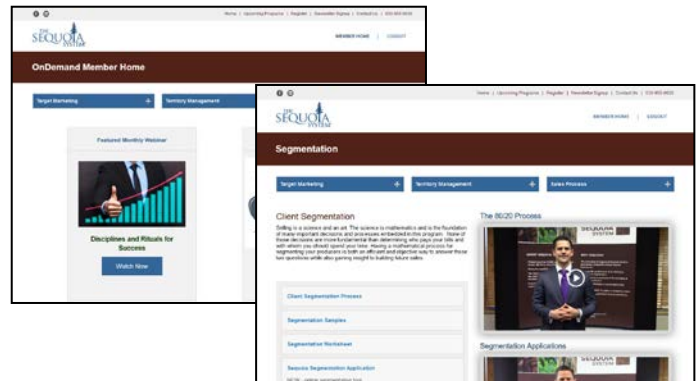
## Sequoia OnDemand: Online Solution to Improve Wholesaler Productivity

Successful sales managers know how to improve their wholesalers' productivity, work quality and job satisfaction through coaching and development. But, too often as managers you can get bogged down on conference calls, traveling and addressing reports that you neglect one of the top strategies that will make you successful and likely the reason you became a manager and that is to develop a great team of wholesalers.

**Sequoia OnDemand** is an innovative **online solution** that provides both sales managers and their wholesalers with an **effective resource for continuous professional development**. This subscription service for field and internal sales professionals utilizes a combination of **Video, Podcasts, Worksheets** and other **Electronic Media** to convey **best practices and tools** that help financial sales professionals successfully **implement proven ideas** into their business.

### Online Development Topics Include:

- Applying 80/20 Client Segmentation
- Recognizing Ideal Advisors & Opportunities
- Converting High Potential Clients & Prospects
- Managing an Efficient Territory
- Leveraging Time & Resources
- Focusing on Quality High Impact Activity
- Developing Prepared Questions
- Utilizing Proven Interview Techniques
- Communicating with Influence
- Gaining Clarity, Comfort and Commitments



Sequoia OnDemand  
Proven Best Practices  
80/20 Segmentation Software  
Development Tracks  
Coaching Webinars and Tools

**Contact us at 630-669-0090  
to schedule your free demo!**



## Sequoia OnDemand: Online Solution to Improve Wholesaler Productivity

Sequoia OnDemand offers subscribers 17 development modules that contain more than 50 videos / audios and over 40 handouts that reinforce learning and implementation of new best practices. Subscribers also have access to our monthly webinar series and Sequoia podcasts on territory management and sales process topics.

### Sequoia OnDemand Modules:

- Client Segmentation
- Ideal Advisor Profile
- High Potential Conversion Process
- Managing Time and Resources
- Establishing Efficient Zone Coverage
- Point System for High Value Activities
- Scheduling Techniques
- Defining Service Levels
- Working with Your Team
- Gaining Clarity, Comfort and Commitments
- High Impact Appointments
- High Impact Calls
- Developing Prepared Questions
- Communicating with Influence
- Highly Effective Positioning Statements
- Gaining Commitments
- Follow-up Strategies

