



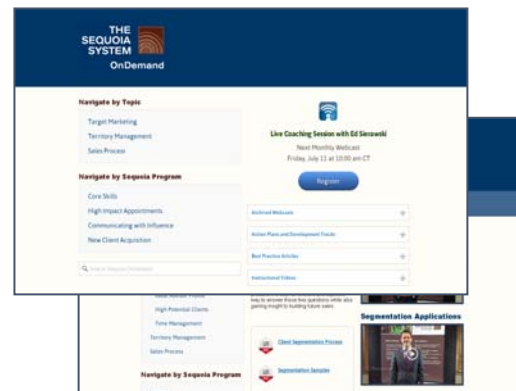
Sequoia OnDemand: Online Solution to Improve Wholesaler Productivity

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 630-955-6030
to schedule your Free demo!**