



# HYPER SALES GROWTH

December 14, 2015



# HYPER SALES GROWTH

## 1. Two Foundations

- Systems & Processes

- Leverage

# HYPHER SALES GROWTH

## 2. Entrepreneur Insight

- Vision
- Key People
- Culture

# HYPER SALES GROWTH

## 3. Sales Management

- Minimum standards
- Recruiting
- Coaching /Training

# HYPER SALES GROWTH

## 4. Sales

- The Ultimate Definition
- Backward Thinking
- Pipeline Management
- Touch System

# Ironman Lessons Learned

# jackDALY TOP 21 BOOKS

1. SCALING UP *Verne Harnish*
2. EXPONENTIAL ORGANIZATIONS *Salim Ismail*
3. GOOD TO GREAT *Jim Collins*
4. GREAT BY CHOICE *Jim Collins, Morten T. Hansen*
5. STEVE JOBS *Walter Isaacson*
6. START WITH WHY *Simon Sinek*
7. ENDURANCE: SHACKLETON'S INCREDIBLE VOYAGE *Alfred Lansing*
8. **HYPER SALES GROWTH** *Jack Daly*
9. GETTING NAKED *Patrick Lencioni*
10. GO GIVER *Bob Burg, John David Mann*
11. THE CHALLENGER SALE *Matthew Dixon*
12. THE EMYTH REVISITED *Michael E. Gerber*
13. DOUBLE DOUBLE *Cameron Herold*
14. THE SMALL BIG *Steve Martin*
15. DRIVE *Daniel H. Pink*
16. DELIVERING HAPPINESS *Tony Hsieh*
17. NUTS *Kevin Freiberg, Jackie Freiberg*
18. MANAGING BY STORYING AROUND *David M. Armstrong*
19. CREATING COMPETITIVE ADVANTAGE *Jaynie L. Smith, William G. Flanagan*
20. LEAN IN *Sheryl Sandberg*
21. THE PLATINUM RULE *Tony Alessandra, Michael J. O'Connor*

## THE JACKPOT Value Packages

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Jack Em Up DVD Combo  
Building a World Class Sales Organization CD  
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Promo Value \$150



### Hyper Sales Growth

Jack Daly is an experienced and inspirational sales trainer and coach who inspires audiences to take action in the areas of sales planning, customer loyalty, and personal sales training.

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# CRACKERJACK SALES & LEADERSHIP TIPS

21 tips to increase sales and profits

## SELLING

1. Be unique — from reception to voice mail.
2. Never make a call without a purpose.
3. Ask questions and listen.
4. Selling is the transfer of trust.
5. Never quote price until you establish value.
6. Goals not in writing are dreams.
7. People like to buy, not be sold. Help them buy.
8. Trust trumps price all day long.
9. Things that get measured get done.
10. The best sales people are canned. Don't wing it.
11. Model the masters. Learn from the best.
12. People are different. Sell accordingly.
13. We are what we think we are. Raise the bar!

## LEADERSHIP

14. Successful cultures need to be intentionally managed.
15. Hire slowly. Fire quickly.
16. Implement minimum standards of performance.
17. Recruiting is a process, not an event.
18. Start new hires with a celebration.
19. Recognition "systems" are a must.
20. Coach on the field, not in the locker room.
21. Sales leaders grow salespeople; Salespeople grow sales.



## JACK OF ALL TRADES

If you are looking for an EXPERT, we know the BEST!



### Speaking

Jack delivers explosive presentations that inspire audiences



### Workshops

Jack's workshops are ideal for owners and sales personnel.



### Training Tools

A digital library of business acumen on CD or DVD.



### Webcasts

How to effectively use Jack Daly's webcasts.



### Online University

Jack Daly's Sales U helps anyone successfully sell in today's hyper-competitive climate.



### Leverage Sales Coaching

We help you get sales right.



### CEO Coaching

Designed to assist companies get greater results from the top tier down.



### Recruiting

We go way beyond placement to understand your industry and company.



### Hire Top Performers

Discover the science behind the hire.



### Open The Doors

Generate appointments so salespeople can focus on closing more sales.



### Incentive Events

Customized, extraordinary travel experiences



### Sendoutcards.com

Stand out from the competition can be done using this simple method.



### Personality Profiling

Use to hire the right person, revitalize current employees, build sound relationships.



### Touch System

Research trends, devise strategies, create campaigns.



### Competitive Advantage

Examine your organization's values, strengths, and weaknesses.



### Off-Site Business Plan Facilitation

Examine your strengths, weaknesses, opportunities, and threats.



### Marketing Solutions

Innovate your marketing efforts and streamline your tactics.



### Social Media Services

Establish an online social media presence.



### Promotional Products

Plan a successful promotional products campaign.



### Newsletter Signup

Sign up to get valuable sales ideas.

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If You Think You Know Sales  
You Don't Know *jack*



"If you want to play the piano, you hire a teacher. If you want to run a fast marathon, you hire a coach. Jack Daly is the best Professional Sales Coach in America. He teaches you what you need to know, how to remember it, and how to practice it every single day."

—Willy Walker, Chairman and CEO, Walker & Dunlop

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