



On Target SALES Coaching

SALES COACHING SUPPORT

When combined with effective management and ongoing training, sales coaching is highly effective in increasing sales and building a strong customer base. It also provides measurable, positive changes in any organization. Based on Miller Heiman Group data, 88% of world-class organizations devote adequate time to coach every individual on the sales team, while only 32% of all organizations do. Companies who use 1-on-1 Coaching experience an average 600% return on investment (ROI), according to a recent study of Fortune 1000 executives.

MedStar Consultants provide a coaching program that maximizes clinical laboratory sales performance. We provide support via conference call, webinar, and on site interactions including ride-alongs with client service representatives.

Our Sales Coaching works because it is:

- Results-oriented
- Completely customized to meet your needs
- Focused on real-world application
- Goal-focused

Contact us to learn more about how we can help your team remain On Target!

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