

***“We spend a lot of time networking in order to find the right person.”***

**DOES THIS SOUND FAMILIAR?**

Our entire 35 person workforce at Kinnear Office Furnishings focuses on establishing relationships and delivering personalized service. We sell a high value interior design service. CEO Janice Belle knows her people’s frustrations, *“Our toughest problem is finding out who is in charge of furnishings and office space.”*

Networking is a critical tool for us, especially for our sales staff. We like to be invited into a business to explain our service. That help’s a client realize the saving they can achieve in efficiently and effectively using their office space. Networking allows us to make contact with the right people to begin the conversation.

*“We’re constantly looking for any edge we can to get our foot in the door.”*

To help her sales staff without taking them off the road she talked to Smith Training & Consulting.

**Networking for Sales Results** fit their needs perfectly:

- ★ 2 days of on-site training
- ★ 12 self-study online training modules
- ★ 1 on 1 coaching
- ★ 180 days of individual follow-up support

*“They really, really liked the virtual training modules that they could access anytime and the fact that they could call or e-mail Michael himself to ask questions and get advice.”*

Our sales staff’s enthusiastic responses include: The twelve 20 minute modules have ‘no fluff or theory.’ It is ‘tips and tactics we could implement right away.’ Our individual follow-up continues the training and mastering of the 5 step networking methods.

Janice Belle says, “Without a doubt, it’s a very effective program. I’d highly recommended it!”

Praising **Networking for Sales Results** so strongly? Why?

**PRODUCTIVE RESULTS!!!**

She conservatively estimates our sales staff is now making 20% to 30% more contacts every week.

*“We’re getting our foot in the doors of a lot more prospects than we did before.”*

### **[Sidebar]**

- Kinnear Office Furnishings identified networking as a skills development area.
- They needed a non-disruptive solution.
  
- ☑ They discovered Smith Training & Consulting's **Networking for Sales Results**.
- ☑ The results: 20-30% more weekly contacts!