

Sales³

Powerful knowledge
Powerful tools
Powerful results.

Salesforce improvement—to the third power.



Sales³

Sales³ combines XFER's extensive knowledge of best sales practices within the technology market, with the latest communications technology, plus hands-on training and assistance.

We **do** for your business what consultants only **talk** about.



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Sales³ from XFER is way beyond consulting.

Sales³ is a unique, step-by-step process to discover how your salesforce is performing, and put the latest technology and our own sales expertise to work improving that performance.

Xplore
Xecute
Xsell

Xplore

Everything begins with listening.

We will listen as you tell us about your company.

We will understand your business, your products and your markets. We will take an objective measure of your sales process and ask some questions.

Xplore

Understanding your company
Analyzing sales practices
Streamlining the sales cycle
Improving sales

How can prospecting yield better results? How can your sales team close deals quickly and effectively? How can we help you prevent leads from falling through the holes in your sales system? Together, we will map out a strategy for successful change.

Xecute

We put the right tools behind our ideas. Consultants give you plenty of expensive ideas—without the tools to make them work. **Sales³** is different. Based on the needs and objectives identified during our Xplore stage, we will recommend technology-based sales process solutions customized for your business. We will install, implement and train your salesforce in how to use these tools to shorten your sales cycle, accurately forecast future sales and close deals with effectiveness.

Xecute

Automating the sales process
Customizing solutions
Empowering the salesforce
Planning the rollout

Improving your technology
Assisting with hiring
Generating leads
Training your salesforce

Xsell

Xsell

Sales³ delivers results. Our unique processes and customized technologies enable even the lowest-performing salesperson to excel. From advanced individualized sales training, to the latest innovations in communications technology, to hiring assistance and lead generation, **Sales³** ensures an excellent salesforce for your business.