



Recruiting Sales Superstars

- Identifying Superstars •
- Searching for Superstars •
- Assessing their Strengths •
- Qualifying their Fit •
- Interviewing Them •
- Making Recommendations •

"Helping you find the team that will help your business grow"



Introducing our Powerful & Effective "S.T.A.R." Program

A successful sales workforce is the natural outcome of having a sales culture that identifies, recruits, motivates and rewards Sales Superstars. A Superstar is an individual whose unique and focused talent is to develop and close business opportunities that help your organization reach and exceed its growth plans. ***That is the purpose of our Sales Talent Acquisition Routine, our "STAR" program!*** Our STAR program provides the following phases:

1. **Identify** – Create individual profile for each position
2. **Search** – Conduct individual nation-wide searches using latest resources for each position.
3. **Assess** – Use our sales skills candidate screening tool for every candidate that applies. The screening tool has been used by over 8000 companies for hiring. The candidate screening along with our personality survey is used to determine if the candidate "will" sell for you and is a match to your company culture.
4. **Qualify** - Resumes will be reviewed, challenged and discrepancies identified. We will verify information as needed. Hireable candidates will be further qualified with a phone interview using a standardized questioning process and scoring system. We will present to you the top qualified candidates for the in-person interview.
5. **Interview** – We will share with you and your staff our interviewing and standardized scoring process and coach you through the first interviews. We can also conduct the first interviews for you and present the final candidates to you for approval.
6. **Recommend** – We will review all components of the process for the final candidates with you and coach you to the final recommendations and choices.



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