BDU Triage Analysis

Attitude

- Positive attitude
- Resilient
- Handles rejection well
- Happy
- Confident
- Gives off good first impression
- Smiles often
- Enjoys work

Motivation

- Great work ethic
- Works to potential
- Goal oriented
- Written goals
- Go above & beyond
- Sales Numbers Game
- Willing & committed
- Competitive
- Motivated by $
- Consistently hits goals
- Self-development efforts
- Good time and territory management skills

Pipeline

- Understands ideal client
- Strong messaging
- Generates new business consistently
- Gets a lot of referrals
- Pipeline is strong
  - $
  - # opportunities
  - High probability of closing
- Opportunities well qualified
- Able to retain customers
- Sells a lot of additional business to customers

Process

- High close ratio
- Short sales cycles
- High average sale in $
- Meets with all decision makers
- Run meetings effectively
- Uncovers key Info
  - Qualifying information
  - Hot buttons
- Plants seeds and traps for competition
- Trials closes
- Presents solutions effectively
- Handles objections
- Negotiates well
- Strong closer