

*“An empowered organization is one in which individuals have the knowledge, skill, desire, and opportunity to personally succeed in a way that leads to collective organizational success.”*

-Stephen R. Covey



## *Strengthen your relationships with effective sales.*

Sales is the complex marriage of strategy, focus, and an ability to differentiate oneself from the clutter and deliver on the promise. And what makes these components work is an organization's ability to build a trusting, credible relationship.

Corporate Health Group helps organizations build sales functions targeting the right customers—your physicians, employers, consumers and payers. We've lived in your shoes and those of your customers. So we're able to work side by side with you in creating a successful relationship sales effort to deliver the desired results.

### **The Tools & Expertise You Need**

Our years of experience in the field and managing sales provide you with the right tools, templates and models—as well as an ability to customize the work to fit your organization's strategy and needs.

We'll help you build a structure and sales team to ensure success. Together, we'll focus on data, targeting, product development, marketing and messages, sales and service training, and finally, proving the worth of your sales initiative.

### **Put Our Experience to Work**

We're nationally known for healthcare sales. With hands-on experience in each of your customer venues, we're expert at all aspects of strategy, structure, recruitment, sales planning, tools and training.

Visit our web site for case studies, newsletters and more information. Contact us for a free consultation.

- Sales Strategies
- Assessment of Sales Function and Staffs
- Sales Planning
- Recruitment
- Performance Measures & Compensation Design
- Issue Management Process, Systems and Training
- Sales Measurement Systems
- Tracking and Reporting
- Sales and Service Training: Classroom and Field



*experience. insight. impact.*