

MONTGOMERIE KNIGHT LIMITED

Your Questions / Comments Answered

Question: Will there be any cost benefits and where will they come from?

Answer: Our research shows that in many organisations, Sales Managers can spend, on average, at least one day each week chasing, collating and reporting activity figures.

20% OF THEIR TIME

Because our system takes this task away from your Managers, any savings would be passed directly back to your company. The above figure does not include the additional revenue achieved by Sales Managers spending 20% more time in the field, coaching and selling.

Question: How does the system work?

Answer: Simple, upon agreement to take up our system you would be asked to send an email (which we would provide the wording for) to each individual that you would like us to monitor. At the end of each day the sales executives would take **1 (one) minute** to text their activity statistics to a number and we would do the rest.

Question: What if sales people don't send their activity information at the end of each day?

Answer: Since Montgomerie Knight is providing a service, this problem would not be passed back to the Directors; Montgomerie Knight would text the individual concerned, quoting the instructions from their Company Directors to provide the information. This will be repeated on every occasion where information is not received. Only upon continuous non-compliance would the Directors be informed.

Comment: We already record activity information...

Answer: Due to the extremely low cost of our system, (get a quote!) it can be used to back up and support a clients existing system, albeit most clients who do have some method of collecting activity statistics often admit that although they have the facility, they either do not or cannot get the information on time or in a format that is in keeping with their requirements.

Our system **guarantees** that you will receive the correct information on the date agreed and in the same format for each individual or team.

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Comment: **This is what I pay my Sales Managers to do...**

Answer: By receiving this information directly you would be able to pass down to your Sales Managers all of the statistics they require to perform their duties.

This action has the added benefit that your Sales Managers now know that you have seen their figures first, which also eliminates the possibility of manipulation.

Because Montgomerie Knight is 100% impartial your Sales Managers could then concentrate on training, assisting or even performance managing where appropriate.

More importantly, however, by taking away the time consuming task of collecting and reporting activity figures your Sales Managers would be free to go and support their staff in the field which will inevitably **increase** your company's **profits**.

Question: **What if the information passed to Montgomerie Knight is false?**

Answer: The beauty of our system is that the **Numbers Never Ever Lie**.

If, for example, a sales executive falsified reported appointments, they would have a very high appointment to sale ratio.

This can only mean two things:-

- A. They are not reporting the truth.
- B. You have a training issue.

These basic rules apply across all of the disciplines involved in the "Sales Process" and we would be happy to talk through any of these in detail with you.

You will also be able to monitor the reported figures across your whole sales team. This would allow you to compare averages, which would show up anomalies in individuals.

Even if at first some individual figures are very different from others, the longer you monitor the figures the more accurate they become as the averages always level out to produce, for you, the true figures surrounding your business.

Question: **Do you only monitor individuals or can you look at our whole Sales Team?**

Answer: Our system is set up to collate and provide both individual and team statistics based on any clients' requirements.