

CAPTURE PROFITABLE IMPRESSIONS

WITH THE HELP OF THE INDUSTRY'S LEADING RESOURCES

MANAGED PRINT SERVICES FROM CONCEPTION TO IMPLEMENTATION

This 1 day conference for Owners, Sales Managers and Project Leaders gives you everything you need to execute a successful MPS Strategy. Assuming you already want to incorporate an MPS strategy into your Business, this training will give you the necessary detailed steps.

This is not an overview or a market opportunity seminar, it's about you walking away with a complete understanding of the process, and the materials and tools to make it work in your business.

What You Will Learn

- ✓ MPS Strategy Options
- ✓ Your Current Competitive Advantage
- ✓ Creating Your Offer
- ✓ 50 Critical Steps in Preparing Your Infrastructure
 - ✓ Compensation
 - ✓ Competition
 - ✓ Getting the Entire Company on Board
 - ✓ Service
 - ✓ Billing
 - ✓ Supply Handling
 - ✓ Resources
 - ✓ Managing the Contract
- ✓ Specialist or Generalist
- ✓ Marketing
- ✓ What is required to Create an Accurate TCO by Device and Source
- ✓ Selling MPS
 - ✓ Setting the Appointment
 - ✓ Selling the Assessment
 - ✓ Doing the Assessment
 - ✓ Creating the Assessment
 - ✓ Consensus Meeting
 - ✓ Closing
- ✓ Selling MFP's with MPS
 - ✓ Bundling

What You Will Take Home

- ✓ Complete MPS Took Kit
 - ✓ Contract
 - ✓ Five Types of Marketing Support Materials Guide Ready for you to Edit
 - ✓ Contract Tracking Worksheet
 - ✓ Residual/Compensation Worksheet
 - ✓ Checklist for Assessment, Consensus meeting, initial Walk Through
 - ✓ Over 30 Pages of Material Ready for you to use

For Dealers who want personalized training we are also offering an additional 2-days on site training



***For More Information Contact
Compass Sales Solutions***

800-295-0411

www.compasscontact.net

\$ 500.00 per person