

Sales Leadership Strategies Event Hosted by Compass Sales Solutions!

Boise, ID – (April 2018) Compass Sales Solutions, the industry leader in sales automation software, is excited to host our Sales Leadership Strategies Event that to provide the dealer channel with ideas, best practice sharing, and winning strategies from Industry leading dealers and partners.

This event is being held May 15th, 2018 1 day before ITEX at the MGM Grand in Las Vegas, NV. This is not your typical industry meeting! Take advantage of the great presentations by notable expert speakers on industry-driven topics presented by the dealer, for the dealer. This 1-day event will provide you with the necessary tools you need to build your knowledge for greater success in your business!

So why attend! Receive informative and relevant presentations about Compass, product enhancements and learn proven successful dealer strategies from notable and respected industry leaders such as:

Visual Edge Technologies, Dave Ramos/Mike Brigner, Mergers, and Acquisitions in the Office Technology Channel

Impact Networking, Cory Carnes/Frank DeGeorge, Growing Monthly Recurring Revenues and Managed Services

Advanced Imaging, Dave Clark, Dealer Success Story: HubSpot Marketing Strategy

SalesScoreKeeper, Luis Gonzalez, How to Drive Sales with the Right Compensation Strategy and Motivational Techniques

Evolved Office, Roger Jung, Generating Leads on Google – SEO vs PPC

Compass Sales Solutions, Jim McMeel, Current Client Base Management Strategies

Compass Sales Solutions, Casey Taylor, Sherpa Development Roadmap

You will also walk away with tools and ideas you can take home and utilize immediately. Each attendee will receive a Free Base Management Assessment, and each dealer will be provided with an easy to use base management calculator to help identify territory and upgrade potential. Included is a raffle where you have the chance to win one of four \$250 Visa gift card. Leave the meeting with specific strategies and processes to advance your Sales Department (without buying anything).

“We are excited to be hosting this event! Great presentations with ideas from the dealer, presented by the dealer, and designed for the dealer! Achieving success in the ever-changing sales environment can be made easy with these ideas on how to execute a proven sales strategy.” – Jim McMeel, Vice President of Sales, Compass Sales Solutions.

Make the decision to attend! This event will allow you the opportunity to visit with other successful dealers and share best practices as it relates to success within your sales organization! For more information, contact info@compasscontact.net or call us at (800) 295-0411.

About Compass Sales Solutions:

Since 2001, Compass Sales Solutions has been the leading sales force automation provider for the office technology industry. Compass Sherpa provides a comprehensive suite that automates all aspects of the sales process and allows your sales professionals to utilize one tool to completely manage the sales process including prospect/client identification, Outlook integration, product configuration, proposal generation, MPS analysis and mapping, ERP integration, and mobile access via smartphone's and tablets. Compass Sherpa will be the tool your team will **want** to use, not **have** to use.