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## Six Sigma Selling – For the Recruiting & Staffing Professional

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### **The Premise**

Differentiate from the competition and watch your referral business and margins grow! By learning how to establish working processes for your sales and business development endeavors and adhering to these, you will be able to duplicate success, both for yourself and for your clients. Control your income by controlling your outcomes and use your working model in consulting situations—then watch your effectiveness and reputation soar.

### **The Presentation**

- Six Sigma Selling Overview
- Define your KEY target market
- Isolate the RIGHT pain indicators
- Identify when conditions for change are RIGHT
- Differentiating yourself in the Selling Process
- Learn a methodology for landing huge staff augmentation projects
- Utilize provocative, innovative, and consultative approach that dismisses traditional order taking and helps position your organization at the forefront of the competition.

### **The Takeaways**

- a Step by Step sales process customized to OUR industry
- Sample pain based selling scripts
- A comprehensive means to deliver your solution
- You'll STOP selling on PRICE
- Live Case Studies