

THE HYDRATE HQ WAY

FASTTRACK[®]

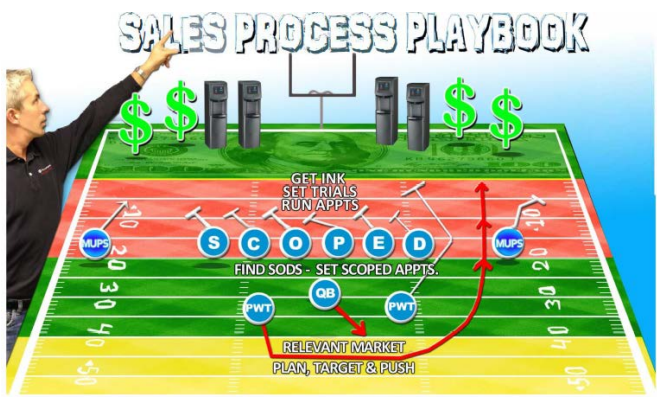
SALES TRAINING ORIENTATION PROGRAM

COMPANY ♦ PRODUCT ♦ PROCESS

Knowledge based initial training to build confidence for success in the Hi End Office Drinking Water & Ice Business

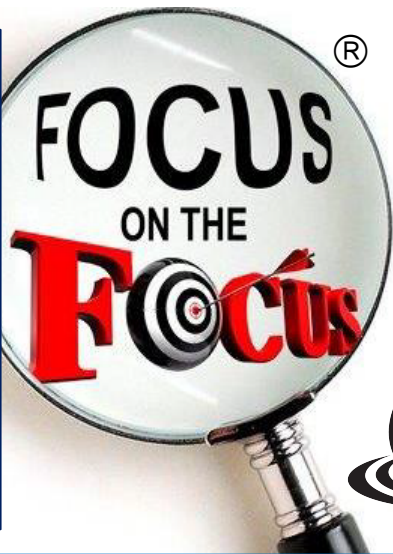
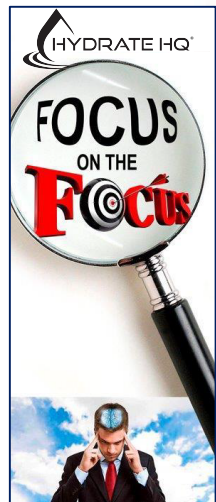


Skill based ON RAMP that set's clear ROAD MAP for incremental SUCCESS during the FASTTRACK initial training and first three months.



“a playbook is a collection of tactics or methods that characterizes the roles and responsibilities of the sales team, lays out clear objectives, identifies metrics for measurement and provides a common approach for closing sales”

- ♦ Identify the best prospects
- ♦ Open more doors at proper levels
- ♦ Increase WIN RATES
- ♦ Bolster deal sizes
- ♦ Maximize sales and compensation



COMPANY MOTTO
to ENSURE SUCCESS

FOLLOW
ONE
COURSE
UNTIL
SUCCESSFUL

