

THE CENTER FOR SALES STRATEGY

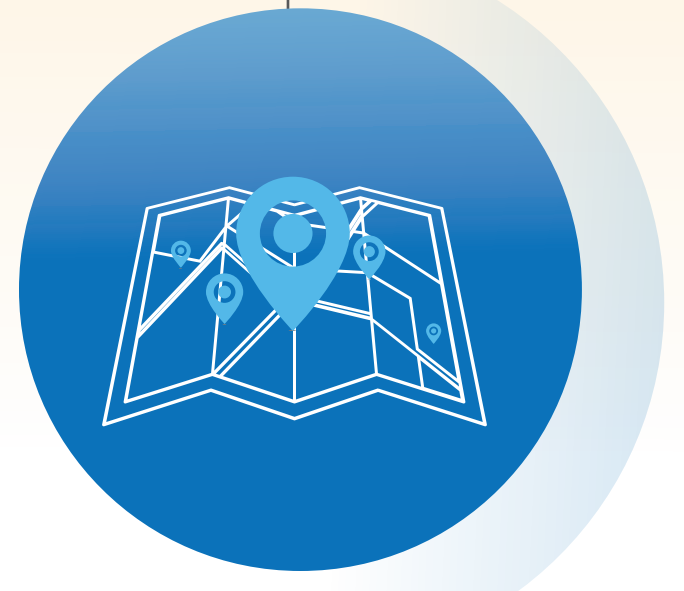


BY THE NUMBERS 2018

ABOUT THE CENTER FOR SALES STRATEGY

30 People (employees) | **13** States (employees) | **8** Average Number of Years Someone Has Worked at CSS

278 Total Years in Sales and Sales Leadership our CSS Consultants Have | **25** Average Number of Years in Sales and Sales Leadership Experience of a CSS Consultant



ABOUT OUR CLIENTS

74 Total Clients | **620** Markets | **8** Number of Years the Average Client Has Been With CSS

92% Average Client Retention Rate | **7,511** Number of Salespeople We Work With | **2,983** Number of Sales Managers We Work With

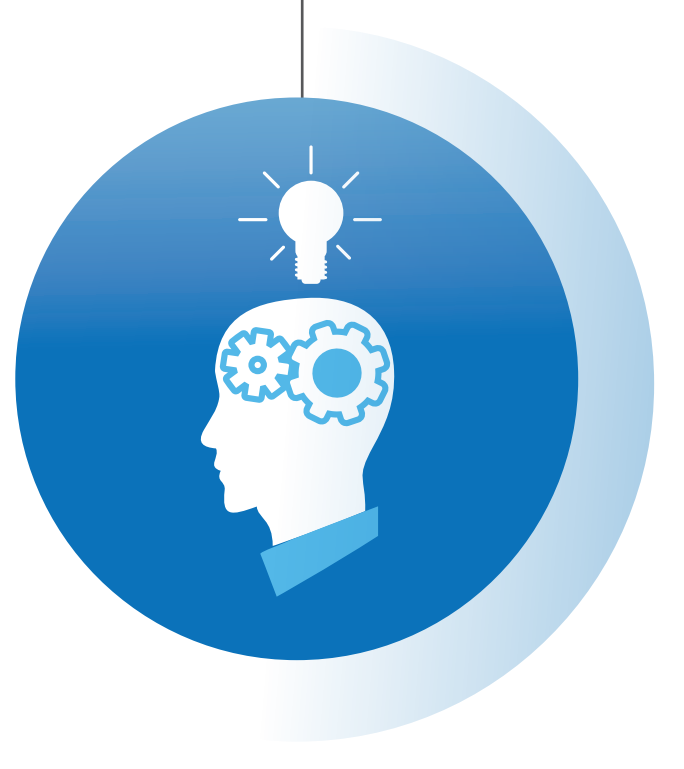


TALENT AND COACHING

10,360 Total Interviews (Sales + Management)

Total Sales Interviews **10,109** | Total Profit Center Management Interviews **251**

915 Total Feedback Calls | **211** Total Personal Feedback Calls



TRAINING AND RESOURCES WORKSHOPS

44 Number of Live Workshops Delivered | **4.9** out of **5** Average Workshop Rating

754 Number of People That Attended a Live Workshop

Total Talent Focused Management Participants **107** | Total Sales Accelerator Challenge Participants **353** | Total Digital Sales Accelerator Participants **233**



ONLINE TRAINING

4,752 Courses Were Taken Online in 2018

Number of People Enrolled in Sales Accelerator Courses **1,189** | Number of People Enrolled in Digital What & Why Courses **914** | Number of People Enrolled in Brand & Connect Courses **516**

RESOURCES

722 Number of Documents in the Resource Center | **41,384** Total Downloads from Resource Center in 2018

Top Downloaded Documents From the Resource Center in 2018

Online Sales Talent Interview Themes **2,770** downloads | Target Business Profile downloads **1,394** | Don't Give Up downloads **1,388**

CLIENT REVENUE GENERATION

In the last 5 years, we have helped our clients generate a total of **\$22,721,516** in new digital revenue as a part of the Digital TargetDrives that follow our Digital Workshops.

That is an average of \$264,204 per Digital TargetDrive!



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IMPROVE SALES PERFORMANCE

www.thecenterforsalesstrategy.com