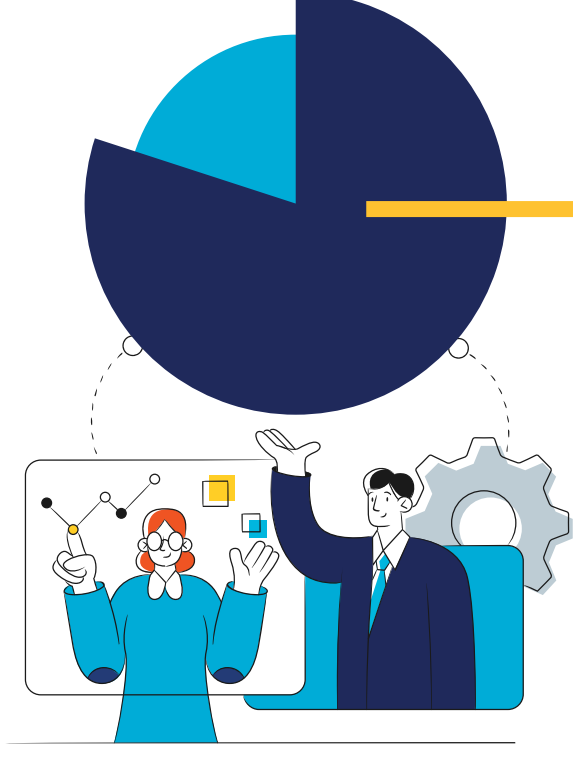


# KEY TAKEAWAYS FROM THE 5TH ANNUAL MEDIA SALES REPORT



# 81%

Achieving organizational goals is 81% harder than last year according to sales managers

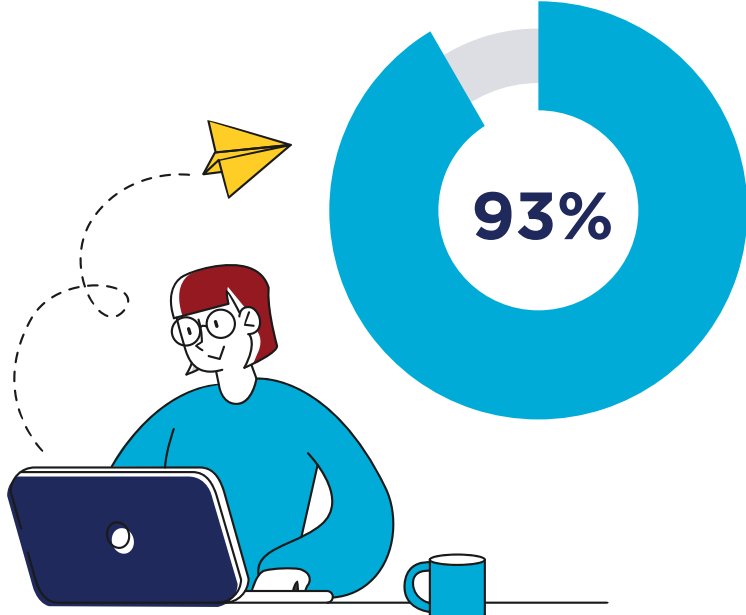
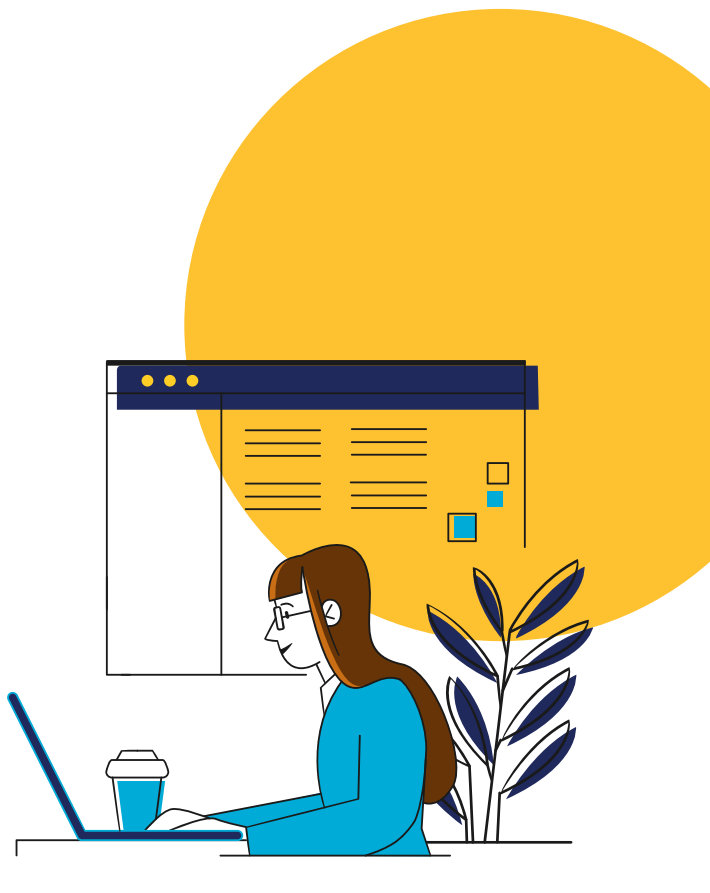
## HYBRID WORK SCHEDULES



SALESPeOPLE



MANAGERS



Virtually all salespeople (93%) feel supported by their manager

Securing appointments with prospects is harder today than five years ago



“ Less than half of salespeople (44%) are given feedback around their sales talents on a regular basis ”