

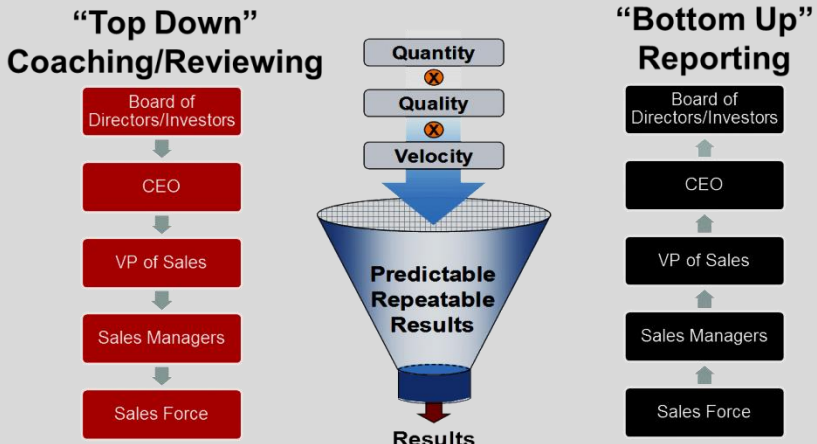
WHAT WOULD A MORE ACCURATE SALES FORECAST MEAN FOR YOUR ORGANIZATION?



No sales executive plans to miss their forecast, yet missed forecasts happen all the time, negatively impacting the entire organization. SOAR Performance Group's approach to Funnel and Forecast Management allows our customers to drive predictable, repeatable results and consistently deliver against organizational expectations. Our approach focuses on:

- Aligning your sales process with the customer buying process
- Enabling managers to effectively coach funnel and forecast accuracy
- Providing executive visibility through easy to use funnel and forecast reporting tools and metrics

Our Funnel and Forecast Management approach can be rapidly tailored to fit your unique selling environment and has been successfully enabled under a variety of CRM tools.



Who is SOAR Performance Group?

SOAR is a customer focused sales consultancy headquartered in Atlanta, GA that applies an analytic and fact based approach to sales performance improvement. Our customer success is achieved on a global basis through a custom process of insights, consulting and training centered around a comprehensive understanding and connection to each client's business. We call this unique approach Sales Capital Management.

Value Delivered For:

Disciplined Funnel and Forecast Management creates a clear understanding of the pipeline, aligns the organization around the pipeline and provides actionable sales information.

Client Successes:

- * 140% increase in forecast accuracy
- * Reporting cycle reduced from 7 days to 1
- * 591% increase in signed contracts
- * Only group in organization to make sales # every quarter for 5 consecutive years after project was complete

What is Sales Capital Management?

A method that aligns your sales team, sales talent and customer engagement approach to drive profitable growth within your target customers.



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