

What if ... YOUR COMPANY

brought in 10 additional accounts a week,
520 additional accounts this year?

The good news is you have everything in place except

THE INTENSIVE CARE SALES PROGRAM

-- a program that's proven to work, if you
work the program.

AlarmWATCH has engaged Donna Morreale, a leading sales trainer in the alarm industry and a successful mentor in the ICSP, to provide your company and sales team with the tools to increase your sales and enjoy more consistent positive sales results. Donna makes your journey to these results fun along the way!

The Intensive Care Sales Program starts with a syllabus that fits your company's customized needs.

Whether it is finding sales, closing sales, obtaining good referrals or holding your sales team accountable, AlarmWATCH can provide the innovation to make it happen. Do you need to hold more productive sales meetings? Are you setting goals and are your salespeople motivated to achieve those goals? Whatever challenges you may have as an owner, sales manager or sales specialist, we tailor the Intensive Care Sales Program to fit your needs and your schedule.

**It's not too late to make this
your BEST YEAR yet!**

Contact us at 866-500-8808 ext. 2014

info@alarmwatchinc.com



Prescription for Sales Specialists includes:

- Cold Callings for Cowards
- Selling from the Buyer's Perspective
- How to Handle Multiple Buyers
- Uncovering Less Obvious Security Needs
- Consumers Must Have Options

Prescription for Sales Managers includes:

- Profile of the Perfect Sales Candidate
- A Typical Day in the Life of the SSS (Successful Sales Specialist)
- The Importance of the Pipeline
- Accountable Turns into FUN

Prescription for Owners includes:

- Results Are What Matters
- Know the Numbers / A Simple Grading Technique
- Expanding Your Profit Centers

**The Intensive Care Sales Program is
exclusively offered to AlarmWATCH Dealers.**