

welcome to the
world of



The Sales Performance System



The Quota® System is unlike any other sales learning experience on the market today.

The Quota® System helps organizations develop their sales people into elite sales performers.

Meet your quota and discover valuable sales tools that will change the way you do business.

www.quotagame.com

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THE GLOBAL LEADER IN SALES GAMIFICATION





welcome to the world of Quota®

The Global Leader in Sales Gamification

The Quota® System provides tools/training that cover every aspect of sales development from: sales management coaching; sales conference delivery; reinforcement and follow-up; CRM tracking of sales metrics; and sales training.

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QUOTA® The Sales Performance Game™
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QUOTA® Q'ube™
QUOTA® Coach™
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Quota® has combined a unique blend of over 30 years of research; practical experience and academic instruction to create an outstanding learning experience that, simply put, produces results!

what are the consequences of creating elite sales performers?

Question - what other function in your business is as critical to your future prosperity?

Although every function is important to the success of the organization, without the 'life blood' of sales, every other corporate organ will cease to function.

Developing elite sales performers requires a combination of factors:

- Recruiting talent
- Training
- Coaching for ongoing improvement
- Motivating for maximum output
- Reward and recognition
- Retaining the talent



The Quota® system addresses each of these factors using our unique and proprietary teaching methodologies.

In combination with our work at various international academic institutions, Quota® maintains a contemporary finger on the pulse of what it takes to succeed in sales today.



the Quota® System

Increased sales performance and results

The Quota® System begins with **Quota® - The Sales Performance Game** or any of the other core sales training programs (Quota® B2C™; Quota® Professional Services™; Quota® Financial Services™; or Quota® RETAIL™). Programs are delivered in 1/2 day to 2 day sessions and are powerful team-building and learning experiences.

The game is closely followed by **Quota® COACH™** - Training for your Sales Managers in critical Sales Management concepts and coaching skills. The sales team then plays **Quota® Q'ube™** at monthly in-house sales meetings to reinforce concepts learned at the core experience. The performance and metrics of the sales team are tracked using the proprietary **Quota® CRM™** program. Participants may also receive critical training in the **Quota® Time & Territory Management™** program and Sales Managers receive advanced leadership training in our **Quota® Sales Self Leadership™** program.

Review sessions and advanced skills are taught in the **QSRP™** (Quota® System Reinforcement Program) and **QIS™** (Quota Issue Selling - Advanced Strategic Selling). Finally, every member of your sales team receive **Q NEWS™** - the monthly email Quota® newsletter high-lighting contemporary sales tips & techniques from North America's top sales experts!



"Enjoyed the day and learned plenty ... the content was great..."

David Bartolini,
Category Manager,
Loblaw Companies
Limited



"I found the session extremely useful very interactive and fun...After one month I can already see significant changes in the way my sales people conduct business! "

Mr. Len Bosgoed,
Corporate Vice
President,
Kruger Products Ltd.



Quota® System programs

Quota® The Sales Performance Game™



Quota® - The Sales Performance Game is a fun, interactive and team-building experience that teaches players about Business-to-Business (B2B) sales cycles and competencies. Each player develops critical sales skills and knowledge while playing the game and having fun! 40 critical competencies are taught over the duration of the game [4-7 hours depending on format].

Quota® B2B Stages/Competencies

STAGE 1 - Prospecting

- Building a Daily Prospecting Plan
- Introductory Script
- Getting Through 'Screens'
- Leaving Messages
- Handling Prospecting Obstacles

STAGE 2 - Qualifying

- Writing Email, Target Letters and Direct Mail
- Multiple Sales Cycles
- Qualifying (B.P.O.U.T.)

STAGE 3 - The Initial Meeting

- Meeting Your Client
- Confidence Builders
- 6 Steps to a Professional Greeting
- Individual Motivators
- Organization Motivators

STAGE 4 - Conducting a Needs Analysis

- Needs Identification Selling
- Conducting the Needs Analysis

STAGE 5 - Product/Service Demonstration

- I.B.O.A.T.
- Committee Interview
- Presentation Preparation and Agenda

STAGE 6 - Presenting a Quotation

- Seven Basic Rules to Quotation Presentation

STAGE 7 - Gaining Influencer Support

- Triangulation
- Securing a Commitment
- 6 Core Closing skills
- Appropriate Closes per Buying Style

STAGE 8 - Gaining KDM or Committee Commitment

- Competitive Selling Practices

STAGE 9 - Purchasing Approves, P.O. Issued

- Handling Purchasing Obstacles
- Negotiating

STAGE 10 - Product/Service Delivered, Payment Received

- Post-Sales Service
- Written Communication

QUOTA® feedback

62% felt that they gained a better understanding of their teammates

72% felt the game provided better tools than other sales training programs

82% felt the game exceeded their expectations

83% surveyed said the game kept their interest

92% had more fun than other training experiences!

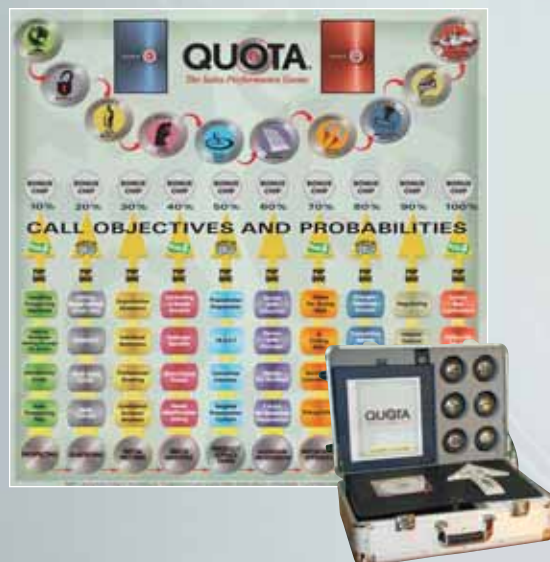
100% felt the game met or exceeded their objectives!

100% would recommend the game to their colleagues!

Typical improvements are found in:

- Essential Selling Skills
- Prospecting for New Business
- Presentation Skills
- Forecasting Accuracy
- Selling to Committees
- Competitive Selling Practices
- Major Account Development Practices
- Teamwork and Motivation

Each player [participant] receives: Quota® Player Workbook; Quota Binder; Quota® Pen; Quota® Skill Review Guide Cards; Certificate and Quota® prize for the winning team.



Quota® System programs

Quota® B2C™ stages/competencies

Quota® - The Sales Performance Game B2C version is an applied program that teaches players about business-to-consumer sales cycles. Quota B2C is the second of our core sales training programs and like the Quota B2B program, each player develops the critical skills and competencies needed to successfully sell into their market while playing the game and having fun. The Quota Business to Consumer program teaches your sales team all of the core principles they need to know to master the Business to Customer selling process.



Quota® B2C™ - The Sales Performance Game is a fun, interactive and competitive experience that teaches players about business-to-consumer (B2C) sales cycles. Each player develops critical sales skills and knowledge while playing the game... and having fun! Salespeople that have played Quota® have realized:

- Increased acquisition of new prospects/clients
- Improved retention and cross-selling to client base
- Higher closing ratios and competitive wins
- Shortened sales cycles and increased productivity

Quota® teams of Players compete against each other learning key events of the B2C sales process under the guidance of a Quota® Coach. Each participant receives a Quota® Portfolio, Player Workbook, Quota Pen and Quota Certificate upon completion of the game. Played in a 4-5 hour format, Quota B2C™ is an excellent method to provide sales people with critical selling skills and knowledge in a dynamic new learning experience.

Quota® B2C Stages/Competencies

STAGE 1 - Prospecting

- Building a Daily Prospecting Plan
- Writing Email, Target Letters and Direct Mail
- Introductory Script
- How to Leave a Compelling Message
- Handling Prospecting Obstacles

STAGE 2 - The Customer Meeting & Qualifying

- Meeting Your Customer
- Confidence Builders/Breakers
- Potential Buying Opportunities
- Qualifying Questions (B.P.O.U.T.)
- 6 Steps to a Professional Greeting
- Individual & Family Motivators

STAGE 3 - Conducting a Needs Analysis

- Needs Identification Selling
- Conducting the Needs Analysis
- Probing Skills
- Sales Communication Exchange

STAGE 4 - Product/Service Demo & Agreement Presentation

- 6 Rules for Presenting an Agreement
- Purchasing Criteria
- Competitive Selling Practices

STAGE 5 - Getting Customer Commitment

- Decision Ladder
- Triangulation
- Securing a Commitment
- Closing Styles
- Appropriate Closes per Buying Style
- Handling Purchasing Agreement Objections
- Negotiating

STAGE 6 - Product/Service Delivered, Payment Received

- Post-Sales Service
- Checkpoint Follow-Up
- Referrals for New Business
- Thank Your Client!



"This program received a very high rating... it was competitive, educational and indeed fun. It is tough to beat those three... we are a better group because of the Quota experience."

Mr. Roger Keeley,
Corporate Director of Marketing,
Atlantic Packaging Group



Quota® System programs

Quota® Coach™



"I have been able to implement the practices (Quota® COACH™) with the sales force across Canada and I believe it is a big reason why we are prospering during this recessionary time. We have been able to increase our sales by 30% YTD and we are currently the best performing division globally"

Mr. Frank Malta,
National Sales
Manager,
Handicare Canada

Quota® COACH™ is an essential Sales Management program that can be stand-alone or a powerful follow-up to the Quota® experience. Studies have consistently identified that even the best personal development programs require follow-up and coaching to realize maximum benefits.

Quota® COACH™ builds on the competencies and process skills taught in the Quota® Game experience. Sales people are ensured of a continuous improvement process by Sales Management's professional follow-up and comprehensive application of Quota® COACH™ concepts. Plus, the unique Quota® COACH™ format provides you the flexibility to choose which modules (after the Day One Core Program) best fit your own Sales Management Development Plans.

Whether you opt for the Day One Core Program or would like to add additional follow-up Modules, you will be ensured of top sales and field performance.

Day One Program	Additional Modules	Additional Modules
Sales Management Roles and Responsibilities	Salesperson Orientation Programs	Create Dynamic Reward and Recognition Programs
Recruiting Elite Salespeople	Focused Coaching	Sales Performance Tracking
Writing Compelling Offers Letters and Sales Compensation Plans	Conducting Memorable Sales Meetings	Comprehensive Sales Training Program
Enhance Field Coaching Competencies	Territory Marketing Plans	Manage Sales Performance Challenges



Quota® System programs

Q News™, Quota® Online™



Developing sales expertise is not an event but an activity. As such, elite sales performers are constantly studying their craft and keeping abreast of contemporary market practices and trends. Q NEWS™ is an essential tool for any sales person that wants to 'up' their game! Four monthly articles from global sales experts provide a quick way to stay abreast of the latest tips & techniques. Each Q NEWS™ is emailed directly to the reader so that they can read the articles on their schedule and at their convenience.

Included with the Q NEWS™ email newsletter is a link to the Quota® BLOG™ that literally links thousands of sales professionals together with one common pursuit - to be the best they can be!



Quota® ONLINE™ - Is an ideal application for Quota® players unable to attend group training sessions. They can participate in the Quota® experience by logging on and playing the game directly.

All Quota® content found in the Player's Workbook is available through Quota® ONLINE™.

Each player is provided with a User ID and Password and can play the Quota® game from work or home on their own schedule. Plus, our proprietary Learning Management System (LMS) tracks their performance and provides unique insight into areas for remedial training or coaching focus.

Quota® ONLINE™ is also AICC and SCORM compliant!



"I finally obtained the meeting with a CFO that I had solicited for some time and was actually about to give up on....I am now involved in a project that could be in excess of \$1,000.000.... as a result of this course."

Ken Scollay,
Account Manager,
Banking Industry



"Thank you once again for introducing me to the skills that will prove to be invaluable in my development and success in the world of sales"

Howard Fried,
Account Executive,
Hi-tech Industry



Quota® System programs

Quota® CRM™, Quota® Q'ube™

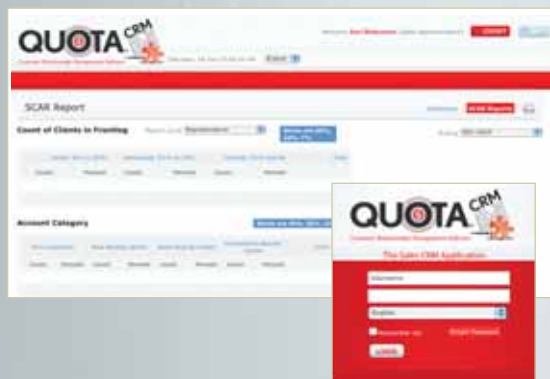
Partial list of QUOTA® clients

Toshiba
Econolite
ESBE Scientific
CCCL
General Conveyor Co.
Kan Sales
Optech
Avmor
Casella
WSI
Kruger Products
University of Toronto
Mississauga Board
of Trade
Spring
Samsung
Student Guard
Heinz
Unisource
Riso
Sticky Media
Atlantic Packaging
Simark Controls
Maplesoft Consulting
Nexient
Pinnacle Group
Reliance Protection
Sharp Canada
Sprint Global
Waste Management
Business
Development Bank
Outdoor Broadcast
Network
Bioforce
Global Crossing
Redmond Williams
Cleartech
Loblaws
Complete Packaging
Whyte's
Acklands-Grainger
Unisource
Cannon
Optech
Hermes
National Film Board
RP Graphics
Ceridian
Henderson Insurance
Brokers
Telelatino Television
Network



What Makes Quota® CRM™ Unique?

Quota® CRM was designed by sales professionals for sales professionals! As such, extensive research was done on why sales CRM's are so universally disliked by sales performers and what Quota® CRM™ needed to do differently. The answer is... simplicity! Sales professionals don't want to spend hours inputting data to their CRM when they could be out selling. Plus, organization's don't want to spend thousands of dollars customizing 'dashboards' and tools before their team ever uses the CRM. The solution is: Quota® CRM™. Our CRM takes less than two hours to customize to your sales environment and 24 hours to be up and running! As importantly, it takes your sales team less than four minutes to enter client information and less than one minute to update!



Quota® CRM™ is a tool that sales professionals, managers, executives and owners will find indispensable to achieving their operational objectives!"



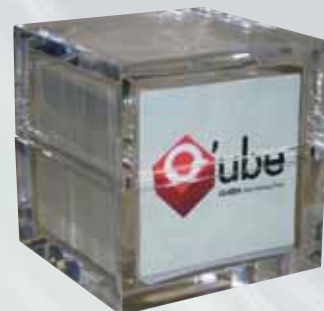
Quota® Q'ube™ provides a fun and entertaining way to reinforce Quota® knowledge and skills taught in the Quota® experience!

Q'ube™ contains over 150 questions and situations taken from the entire Quota® game. It reinforces the concepts learned in their Quota® core program and ensures that your sales team continues to perform at a higher level of achievement!

Played at short meetings, the Q'ube™ has six different games that take 10-15 minutes each to play. Q'ube™ builds on the fun and competitive methods of the Quota® format.

Sales Managers will love having this Sales Meeting tool as it provides a fun and interesting method for reinforcing critical sales skills.

This durable and fun game can be played over and over at sales meetings for years to come.



Quota® System programs

Quota® QSRP™, Quota® QIS™



Most sales managers will tell you about different sales training courses they have taken over the years. In most cases they will tell you they learned some new skills....and forgot much of what they were taught! This is why the QSRP™ (Quota® System Reinforcement Program) was designed!

Within a year of the Quota experience, QSRP™ is the perfect follow up and compliment to ensure that your sales team maximizes their retention of the competencies and skills learned during the core Quota® programs. Delivered in a half to full day format, the QSRP® provides development in:

- A review of the complete 40 sales competencies taught in the Quota® program
- New interactive exercises and roleplays to ensure core skill acquisition and effectiveness.
- A unique Quota® experience - Racing the Sales Highway! that ensures full participation and reinforcement of sales competencies!

In addition to the half day program, the Quota® facilitator may host a 'Grand Championship' at the end of the session using the Quota® Q'ube™ to determine who is the ultimate Quota® champion at your company. QSRP® combines fun, team-building, competition and reinforcement to ensure your investment in creating an elite team of sales performers hits the mark!



A key challenge facing sales people today is to be seen as a partner vs. commodity vendor. In order to achieve this relationship, professional sales people access senior level decision makers and sell their products/ services as strategic tools.

Building on the core foundational skills of Quota®, QIS™ (Quota® Issue Selling) is an advanced half to full day strategic selling program that takes your Quota® graduates to new levels of sales performance!

QIS™ teaches:

- How to analyze your client's business issues
- Understanding the Strategic Planning Process
- Recognizing how your product/service addresses organizational needs/levels
- Using the unique QIS™ Call Sheet to record/track your client's strategic and operational goals

QIS® follows the same fun and team-building process used in other Quota® programs to ensure your team seamlessly integrates their core sales skills and training into an advanced level of sales performance!



"Having been in the consumer electronics business for over 20 years, I found that your training program was one of the best that I have attended. The entire session was informative, interactive and created a sense of competition and camaraderie at the same time."

Lindsay Takashima,
Director of Sales,
Toshiba Corp.



"I used this system on my sales team and saw results. We increased our sales 62% over the first quarter!"

Mr. Karl de Nie,
Director of Sales,
Sticky Media



Quota® System programs

Quota® TTM™, Quota® SSL™



QTTM™ is delivered as either a one or two-day program and uses gamification to ensure attendees are engaged and participating in learning experiences.

The QTTM™ program is also a prerequisite for the **CERTIFIED SALES PROFESSIONAL** examinations.



QSSL™ graduates recommend the QSSL™ experience as an essential step to personal mastery and leadership development.



What does it take to become an elite sales performer?

Is it 'nature' or 'nurture'? Quota® believes we are all born with certain traits and personalities. However, success in any field of endeavor is predicated on mastering the basics of that field.

Quota® Time & Territory Management™ (QTTM™) is a stand-alone program that provides critical insights into: Account Management; Forecasting; Territory Management; Goal Setting and Time Management.

Coupled with the Quota® System™ programs of core selling skills, advanced strategic selling skills; field coaching and sales performance tracking, Quota® clients see extraordinary sales increases and results.

QTTM™ provides an essential element of sales success with training in the following building blocks:

- I. Key Account Roles & Responsibilities
- II. Strategic Territory Planning Skills
- III. Key Account Sales Process

Incorporated into these 3 building blocks are:

- Value Pyramid
- Partnership Selling
- ROI - Time
- Goal-setting
- Forecasting
- Market/Industry Analysis
- Targeting Key Accounts
- Territory Marketing Plans
- Strategic Account Planning



Quota® Sales Self Leadership™ (QSSL™) is a fun, interactive learning experience that teaches participants critical sales self-leadership skills.

QSSL™ is an advanced program for sales professionals and sales managers that have mastered the core competencies taught in Quota® and Quota® COACH™.

Sales, self-development and leadership concepts are blended to help you become the best sales leader - YOU can be! The concepts covered in this unique and inspiring program teach you how to plan for sales leadership and leverage for maximum success.

Participants follow a Six-Step process of self-discovery that is often life changing:

1. It Starts With You
2. Demystifying Sales Leadership
3. Engaging Others
4. Creating Loyal Customers
5. Planning for Leadership
6. Making it Work

The program follows the unique Quota® gamification process and provides each QSSL™ attendee with pre-work; workbook; binder; laminated skill review cards; pen and QSSL™ prizes.

QSSL™ can be delivered as either a one or two-day program. The two day program includes the Personality Profile Assessment (PPA) from Thomas International. This additional tool provides unique and powerful insight.

Quota® System programs

Quota® Retail™, Quota® Professional Services™



Retail Sales Excellence

RETAIL sales people can make or break their company's business. Retail sales requires a blend of social skills, professional selling skills, merchandising and follow up. As the consummate sales professional, the retail sales person must represent their company's image; put prospective customers at ease; encourage their shopping experience and up-sell and cross-sell where appropriate.

In other words, how effectively the retail salesperson: Greets the customer; Analyzes their needs; Suggests solutions; Gains their commitment and Provides professional follow-up will have a direct impact on your company's growth and success.

Throughout Quota® RETAIL™, your sales people will learn how to improve their performance in each of these key responsibilities.

As in real life, the decisions they make will have a direct and quantifiable impact on your own businesses sales success.

Quota® RETAIL™ is a one day program that follows the well-known Quota® gamification process including:

- I. Each Quota® RETAIL™ player receives: workbook; Pen; Binder; Prizes
- II. Skill Review Cards to review content on the job
- III. Merchandising Handbook for tips & techniques on improving store sales



Quota® Professional Services™ (QPS™) recognizes that professionals (Lawyers; Accountants; Consulting Services) require skills in business development and rainmaking.

These skills follow the same core business development skills taught in Quota® but have been customized for professional services industries and the lexicon typically used in these services.

Quota® Professional Services™ is a fun, interactive learning experience that teaches participants critical business development and account management skills.

QPS™ is a core program that teaches business professionals a 6-Step program covering:

1. Prospecting & Qualifying
2. Initial Meeting
3. Needs Analysis
4. Presentation of Services & Fees
5. Client Approval
6. Commitment and Delivery of Service

Whether a junior partner; new accountant or consultant, your ability to generate new business and sustain client relationships is critical to your ongoing success.

QPS™ provides the roadmap on all the competencies required to achieve business development success.



Quota® RETAIL™ also links with other Quota® system programs including: Quota® COACH™ (for Store Managers); Quota® Q'ube™ (for in-store sales meetings); and Q NEWS™ (for contemporary sales tips & techniques).



QPS™ follows the unique Quota® gamification process and provides each attendee with QPS™ pre-work; workbook; binder; laminated skill review cards; pen and QSSL™ prizes. QPS™ is a one-day program that requires little time off the clock but an immense impact on bottom line success!

Quota®, QIS™, QTTM™ & CPSA Online Prep Course & Examination

Quota® and the Canadian Professional Sales Association have partnered to provide the CERTIFIED SALES PROFESSIONAL designation accreditation to graduates of the three Quota® programs:

- Quota® Sales Performance Game (1-2 days)
- Quota® Issue Selling™ (1 day)
- Quota® Time & Territory Management™ (1-2 days)



- 1) Students must complete the 3 Quota® programs and the CPSA online preparation course (1/2 day).
- 2) The student then writes a written examination (invigilated) and does a live or Skyped oral examination.
- 3) On graduation the student receives their internationally-recognized CSP Designation!

One all inclusive fee includes all training, classroom instruction, workbooks, prep course and examinations

FOR YOUR COMPANY...

- Set a measurable benchmark within your sales team
- Differentiate your sales team by increasing their credibility
- Decrease turnover by setting a hiring standard for new staff
- Assist with ongoing training and career development
- Demonstrate your commitment to the profession



AS A CSP...

- You are identified as a highly competent professional who has demonstrated and met the standards for experience, knowledge, attitude and skills set by the CPSA Sales Institute
- You improve your career growth opportunities, advancement, and earning potential
- Employers know you have solid selling skills and the credentials to prove it
- Customers know that you meet a set of rigorous standards for excellence and adhere to a strict Code of Ethics
- You are committed to personal career development and lifelong learning

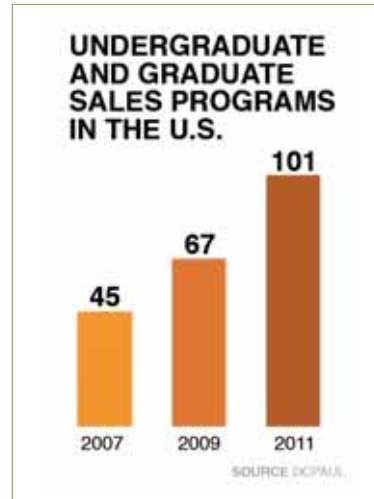
Quota®

Academic Partners Program

ACADEMIC PARTNERS PROGRAM

Sales and Sales Management courses are in high demand in Academic Institutions. Undergraduate and graduate students have flocked back to Continuing Education and Executive Institutes to round out their qualifications and obtain real-world skills that will have an immediate impact on their performance and success.

Quota® has partnered with various Academic Institutions (University of Toronto; York University Schulich Executive Centre; Arab Academy of Science, Technology and Maritime Transport; Canisius College) to provide students with a turnkey learning experience.



Using a unique gamification methodology, Quota® provides a three-semester program that is unmatched for student ratings and revenue generation for the institution:

- Professional Sales Practices
- Time & Territory Management
- Professional Sales Management

These three programs require 78 hours of classroom time and are delivered by local Quota® certified instructors. Learning Objectives; Class Delivery Schedules; Assignment Packages; Text; Course Outlines; Classroom delivery tools, Final Examinations and Instructors are all supplied by Quota®. All you need to do is provide a classroom and add us to your curriculum!

Sales and Sales Management courses are critically important to local students and businesses. A recent article in the Harvard Business Review stated: "Sales excellence is vital to any business but rarely taught by business schools. Traditionally there have been reasons for that, but as selling becomes more sophisticated and solutions-oriented, and good sales jobs go unfulfilled for lack of qualified applicants, the value of university-based education rises".



"Harold Hauca, Vice President of Sales and Marketing at ClearTech, took his sales team to a Quota® seminar a bit more than a year ago, and since then, has seen a 12% to 15% increase in sales. "What really attracted me to the system was it walked us through the sales cycle and simplified it, so it was very understandable". Mr. Hauca says "And it was very entertaining. They had a blast."

FINANCIAL POST
September 2012



FOR MORE INFORMATION, PLEASE CONTACT:
www.quotagame.com/academicprograms
or inquiry@quotagame.com



Quota®

Executive Retreat

***World class
training
combined
with world
class living!***



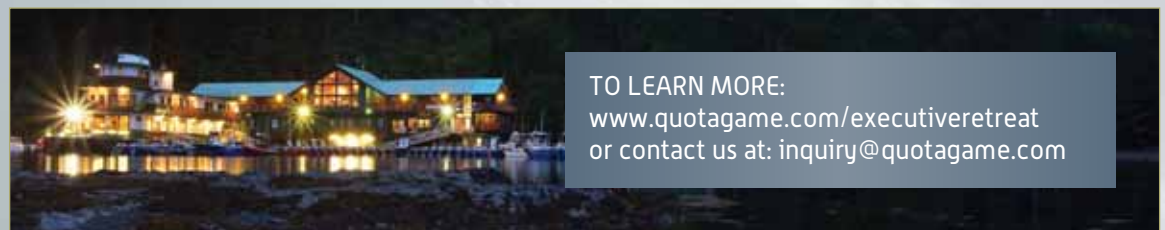
Quota® and Langara Fishing Adventures have combined resources to provide International executives a once-in-a-lifetime experience.

4 days of Quota® training and 4 days of Langara Fishing adventures will provide you with memories you will cherish forever.

Quota® training covers: core sales skills; sales management development; time & territory management and advanced

strategic selling competencies. Executives can then follow the Canadian Professional Sales Association examination process and achieve their CERTIFIED SALES PROFESSIONAL designation.

Interspersed with the training days, Langara will provide 4 days of extraordinary living! Salmon fishing; whale watching; nature hikes and lodging in spectacular executive lodges.



TO LEARN MORE:
www.quotagame.com/executiveretreat
or contact us at: inquiry@quotagame.com

Quota®

Coach Certification and Public Seminars

Quota® Coach Certification

Interested in bringing Quota® in-house? Quota® provides a complete Coach Certification Process that will allow your organization to Coach Certify your own in-house coaches.



This process will allow you to deliver Quota® programs on your own schedule and provides significant investment savings on materials and reproduction.

For more information, please contact your Quota® Distributor or Quota® Head Office.

Quota® Public Seminars

Quota® offers public seminars on our core programs periodically in regions around the world.



Should you have only a few sales people or managers, they can enjoy the same Quota® experience as larger organizations by attending our public seminars.

Plus, if you are interested in evaluating our content for a larger team, our public seminars are a terrific way to immerse yourself in the Quota® experience first hand.



For information on public seminars in your area, please contact your local distributor or view our public seminar schedule at www.quotagame.com.



"... It was an ideal program for our national sales meeting as it was adaptable to all levels of experience within our team and provided training in so many important sales competencies across the sales spectrum. Our evaluation sheets prove that the exercise was very well received by our team. It allowed the team to have fun and it promoted team-building."

Mackie I. Vadicchino
CEO
Bioforce Canada Inc.

Quota®

Translation & Customization



“our firm embarked on the creation of a custom sales training program based on our desire to have an 'in-company' program that completely reflected our sales process; company culture and unique selling proposition. After reviewing various programs in the marketplace, we chose the Quota® System for it's unique capabilities. The Quota® team was absolutely outstanding in their responsiveness; sensitivity and reliability. The final product was exactly as promised and we are now in process of rolling it out to our dealers and reps across Canada.”

Gabriel Nicoletti -
Director, Dealer &
Residential Sales

Quota® is both sensitive and committed to providing the Quota® experience in each player's mother language. As such our team will work with yours to ensure all training material is word-for-word translated and culturalized as needed. Quota® has extensive experience with translation subtleties and believes it is critically important that all participants get the full Quota® experience!

Our team also can create a totally customized version of our programs using your own sales process; language; lexicon and industry examples. Our customization capabilities also extend to in-house Coach Certification and reproduction rights should your population warrant it.

Programs already translated into French are:

- Quota® - Le jeu de la performance en vente
- Quota® B2C™
- Quota® COACH™ - l'Atelier de la gestion des ventes
- Quota® Q'ube™
- QIS™ - La vente axée sur l'enjeu





Quota® est une expérience amusante, interactive et compétitive qui apprend aux joueurs les cycles de vente de type « commerce à commerce » (B2B). Chaque joueur développe des habiletés et des connaissances essentielles de vente en jouant et en s'amusant ! Les représentants des ventes ayant participé à Quota® ont obtenu:


- Plus grande fidélisation des prospects/clients
- Meilleure pénétration et ventes croisées dans les comptes existants
- Ratios plus élevés de conclusion de vente
- Cycles de vente plus courts

Chaque participant reçoit un Portfolio Quota® ainsi qu'un Manuel du participant et apprend les concepts Quota® par diverses activités inspirées des expériences de vente de tous les jours. Les représentants des ventes, qu'ils aient déjà de l'expérience ou qu'ils soient nouveaux dans le domaine, apprennent tout en jouant, grâce aux nombreux conseils et techniques présentés et à l'opportunité de participer activement à l'équipe.

Quota® est une excellente méthode pour apprendre des habiletés de vente et des connaissances essentielles dans une atmosphère pédagogique nouvelle et dynamique.

 Quota - El juego de alto desempeño en ventas, se encuentra tambien disponible en Español.

 QUOTA - A PROFI ÉRTÉKESÍTÉSI TRÉNING JÁTÉK MÁR ELÉRHETŐ MAGYARUL IS!

 كوتا - مباراة رفع أداء المبيعات متوفرة الآن باللغة العربية



Quota® regions

The Quota® system is distributed through a network of outstanding regional distributors. Each local Quota distributor has extensive experience in sales and sales management and is responsible for their team of coaches, business development specialists, administrators and customer development specialists. Quota® is also interested in expanding our operations into new markets and welcomes your inquiry at: inquiry@quotagame.com

Quota® products and services can be found in a number of global regions: Canada; USA; United Kingdom; Central Europe; Middle East; S E Asia; Latin America. If you are located in one of the above areas, we have outstanding local distributors that would be pleased to answer all of your questions and meet with you as required. If you are not located in one of the above global regions please contact our head office at : inquiry@quotagame.com.

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"It was an ideal program for our national sales meeting as it was adaptable to all levels of experience within our team and provided training in so many important sales competencies across the sales spectrum."

Mr. Karl de Nie,
Director of Sales,
Sticky Media

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Quota[®] Leadership

Introducing the Quota[®] Team



PRESIDENT & CEO

EARL ROBERTSON (Canada)

Earl Robertson is President and Founder of Quota[®] and Namaico Holdings Inc. Earl has had an extensive career in sales, marketing, operations and executive management. Mr. Robertson has been CEO of a \$40,000,000 staffing services company, President of an international technical training company and was a former executive with Xerox Learning Systems and top salesperson with Procter & Gamble Inc. He is a graduate in business from Concordia University in Montreal and has also served as a Business Advisor to the Concordia University Faculty of Commerce and is a Lead Judge at the annual INTERNATIONAL MBA CASE STUDY COMPETITION. Mr. Robertson has also served on a variety of Boards (public and private).



DIRECTOR, FACILITATORS

GEORGE ANASTASOPOULOS (Canada)

George Anastasopoulos is an accomplished Leadership and Sales Coach, and catalyst for clients to apply new learning and perform at their best. He is a dynamic facilitator, skilled trainer, moderator, sales professional, disciplined marketer and experienced executive. A former VP Sales with a major packaged goods company, George has provided sales and customer relationship support to clients such as: Mars, GlaxoSmithKline; Grace Kennedy; Sobey's; Wrigley; Pepsi-Cola; Nestle; Alcon; Fuji Photo Film and Loblaw's.



DIRECTOR, INFORMATION TECHNOLOGY

TERRY LEWIS (Canada)

Mr. Terry Lewis is the Director, Information Technology for Quota[®] and manages our I.T. team including the company website; blog; online products and Quota[®] CRM™. Terry's team works with our clients on their CRM implementations and also provides web marketing tools and process for interested clients. Terry's key skills are: technical translation, task prioritization and technology implementation management.

Terry is the key touchpoint and common thread that runs through any Quota[®] projects that involve our CRM, web or online products.



MASTER DISTRIBUTOR CANADA

CRAIG CHEVALIER

Mr. Chevalier has over 30 years of experience in sales, sales management and executive management. Craig started his career with Ingram and Bell Medical and held a variety of progressive sales responsibilities for over 13 years. Mr. Chevalier was national sales manager for White Cross Surgical and Founder/ President of Alcor Group (health care products). Craig has worked in the health care products, sports promotion, consulting and the marine industries. He is also a co-founder of the Bluffer's Park Marina, one of Toronto's largest waterfront marina complexes.



MASTER DISTRIBUTORS USA

PATRICIA DODGE

Patty Dodge is managing partner of Optimize Consulting LLC, a boutique firm specializing in sales training consulting. Ms. Dodge has been in sales, channel sales and senior sales management for over 20 years. As Vice President of Sales, she managed a team of sales reps selling Professional Services and Financial Management software for colleges and universities. Previous experience includes providing instructional design, content development and professional facilitation around a solution selling-based sales methodology for Microsoft Corporation worldwide. Ms. Dodge has performed training and development services around the world in Eastern and Western Europe, the Middle East, Africa, Southeast Asia, Australia and North America.



JAMES ROMERO

James Romero started his career in the United States Air Force before receiving an Honorable Discharge and beginning his business career in sales. James Romero is managing partner of Optimize Consulting LLC, and has been in sales, channel sales and senior sales management for over 15 years. His background includes selling CRM, Business Intelligence and ERP solutions to both commercial and government organizations, as well as, delivering sales training to companies nationally and internationally. The work Mr. Romero performs takes him to countries all over the world to meet the needs of his clients, including Eastern and Western Europe, Africa, the Middle East, Southeast Asia, Australia, North America. He has worked for companies like Ricoh Corporation, ICG Communications and business partners of Sage North America and Microsoft Corporation.



MASTER DISTRIBUTOR UK

MARTIN ALLISON, CSP

Martin has worked as Chairman of various boards and provided coaching to entrepreneurial businesses owners for over 25 years. As a General Manager of a major international bank he led sales teams of hundreds of people responsible for providing funding packages and strategic business counsel to aid business owners achieve the personal and business visions.

Martin was the Dean of Leeds Business and Law Schools in 2009/10 and successfully managed the opening of the new £50 Million Rose Bowl complex. Mr. Allison also served as Chairman of the British Bobsleigh and Skeleton Association (Vancouver Olympics). With extensive experience in sales and sales management, Martin brings an incredible wealth of real-life experience to his clients.



MASTER DISTRIBUTORS CENTRAL EUROPE

STEPHEN DOBOS

Stephen is a veteran Sales professional with more than a decade of experience in FMCG. As a Canadian, he earned his BBA from one of Canada's oldest University's and began his career in the banking industry. Realizing the need for Sales expertise in Central Europe he moved there and spent nearly 15 years of his career managing sales teams for Mars, Nestlé and Tate & Lyle/Generale Sucriere.

Stephen has managed sales teams with up to 120 Sales Representatives (spread across 3 countries, as well as, teams in both the B2C and B2B sectors. In addition to running sales teams, Stephen has also managed the implementation of CRM systems such as SAP and SUN for his own sales organizations. He is now using this experience to benefit his client's by providing tools and training to develop Elite Sales Professionals



JANOS KOVACS

Janos is a business communicator by profession; having graduated at Budapest Communications and Business College he continued his training at Samling Ltd. (the leading management training company in the region) and is an expert in Management and Crisis Communications. His work is highlighted by serving such clients like IBM, Intel, Scania, Saab, NABI, Taylor Wessing, Continental and GE's outsourcing company Genpact. After spending 2 years at Masterplast Group as Communications Manager, in 2007 he established One On One Communications.

In addition to PR, Janos has over 8 years experience as a professional journalist, he has outstanding wide and active media and business relations. His working style is characterized by strategic thinking, reliability and outstanding customer focus. Janos has realized a need for professional Sales Training in Hungary and has chosen to use Quota due to its proven effectiveness.



REGIONAL DISTRIBUTOR MIDDLE EAST

ASHRAF OSMAN

Ashraf Osman manages Quota® Middle East region (Saudi Arabia; Bahrain; Kuwait; Qatar; and UAE). Ashraf is a highly experienced Management Executive with an exceptional track record of business success. He has particular strengths at defining successful business models, formulating key strategic partner relationships and directing high performing sales teams to exceed challenging revenue objectives. Ashraf worked for 20+ years in international Corporations (including IBM) in several countries in the Middle East including his position as Government Unit Country Sales Manager with IBM.



MASTER DISTRIBUTOR LATIN AMERICA

JORGE ORTIZ

Mr. Jorge Ortiz. Jorge is a graduate student of the Professional Sales Management program at the University of Toronto and has residences in both Canada and Bogota, Colombia. Jorge has a bachelor degree in Law and Political Science from the University of Cartagena in Colombia and 10 different companies in Latin America over the past 15 years. He has been working with executive teams, entrepreneurs and business owners for many years, helping people to transform business ideas into profitable companies. Jorge provides personal coaching with a focus on business innovation as a vehicle to success. Jorge's has operations in the Colombian marketplace and is expanding Quota® interests across Latin America.



MASTER DISTRIBUTOR GCC COUNTRIES

ARBEN JUSUFI

Arben has extensive experience in the events industry in various regions of the world. After graduation in Business Administration from the State University of New York, Arben worked as Conference Sponsorship Manager at Marcus Evans Prague office and worked as Business Development Manager and established the Sponsorship department for Uniglobal Research.

In 2007, Arben worked for IIR Middle East in Dubai with a focus on the Middle East and North Africa. As Sponsorship Director for the Kingdom of Saudi Arabia he helped to spearhead the company's activities in the Kingdom.



MASTER DISTRIBUTOR SOUTH EAST ASIA

VENKATARAMAN SUBRAMANYAN

Venkat was a Senior Director for Microsoft and was the COO for their Enterprise and Partner Business. His 14 year career with Microsoft spanned many roles, including frontline sales and sales management, Industry management, Sales strategy and Operations, and Business Planning.

Venkat's span of operations included India and all Asia Pacific countries, which brings out his rich understanding of different cultures, and appreciation for diversity. Venkat's group will be representing Quota® in: India; Singapore; Philippines; Vietnam; Malaysia; Indonesia and Sri Lanka.



MASTER DISTRIBUTOR EGYPT

AHMED ELKOUSSY

Mr. Ahmed Elkoussy is a professional Management Consultant specialized in Organization Development (OD) and has helped many Organizations through his experience to grow and apply international Quality Standards. He is specialized in establishing Organization Strategies, Key Business Processes, and Performance Measuring Systems using Balanced Scorecard as well as Human Resources practices to lead Organization achieving high level of Excellence Performance. Ahmed started his career in 1983 when he joined IBM Egypt as Technical IT Engineer promoted to different levels until becoming the IBM Country Specialist. In 1993, he shifted to Total Quality Management and was nominated to join the IBM Quality Task Force. In 2000, Mr. Elkoussy helped established Raya Holdings and served as CEO level until 2006. In 2007, Ahmed founded MADA Consulting and Outsourcing Services Company, with its mission to deliver Organization Development Services focusing on PROCESSES and PEOPLE including Talent Management. Over the last 15 years, Mr. Elkoussy has developed a large network of relationship as well as very high level of credibility in the field of Management, Quality, Customer Satisfaction Management and other managerial topics.

Quota[®] Distributors and Coaches

COACHES

Quota[®] Coaches have been specifically recruited and certified due to their extensive real world sales and sales management experience. All Quota coaches have established themselves as top performing sales professionals and have had successful careers as sales executives for many of North America's leading sales organizations.

Each Quota[®] Coach has been certified by the Quota[®] Master Coach and are encouraged to provide 'war stories' from their own selling and coaching experiences. These experiences help Quota[®] Players 'link' the Quota[®] content to their own selling environments... and add to a memorable learning experience.



BRIAN CAMPBELL (Coach Toronto, ON)
Brian Campbell is one of those trainers that come along all too infrequently. His delivery approach is fresh and unique. He is able to take complex information and communicate challenging ideas in a way that everybody can understand and use. Brian has been a sales executive with Xerox Learning Systems and held National Sales Manager positions with American Express; Zenger Miller Achieve and Maritz Corporation. He is also a graduate of the Queen's School of Business and York University's Executive development program.



BILL SAYERS (Coach Toronto, ON)
Bill Sayers is an inspirational speaker and a visionary business leader. He has spent the past 29 years in the "Sales" arena. He started his career as an inside sales rep and worked his way up to VP of Sales at an IBM company. During that time he worked for Revelstoke Lumber, King Products, Linotype, Ryder Transportation, GE Capital IT Solutions and IBM. Bill is able to communicate powerful concepts in a manner, which enables practical application in the business world and drives profitable results for his clients. His goal is to help sales people ignite their passion for the game of sales.



ANDREW SENIOR (Coach GTA)
Andrew Senior is a published author in both science and marketing. Andrew brings a unique blend of analytics and creativity to pharmaceutical marketing. His range of marketing experience covers in-licensing agreements, co-promotions, and product launches. He has served in a variety of levels in marketing from Product Manager and Commercial Product Team Leader, to Director of Marketing and now Marketing Consultant. Andrew is a certified Quota Coach that specializes in providing Quota training to the pharmaceutical industry.



DAN EDGAR (Coach Halifax, NS)
Dan Edgar began his sales career in industry automation, after graduating from Dalhousie University in Halifax with majors in Mathematics and Engineering. In 1987 Dan joined Learning International [formerly Xerox Learning Systems] to learn more about the "human machine". Later he acted as Vice President of Corporate Development before joining Franklin Quest (now Franklin-Covey). Dan has facilitated strategic planning, sales training, and leadership development sessions across many industries.



JOHN MORTON (Coach Toronto, ON)
Often called the "Dean of Sales" in consumer goods circles, John Morton has been a mentor to a generation of this country's leading sales executives and has re-engineered sales forces and sales processes for a wide variety of North American businesses. John achieved prominence as VP Sales at Richardson Vicks and as National Vice President & General Manager of Commercial Markets at Procter & Gamble where he consistently set sales records and trained scores of high performance sales leaders who went on to success worldwide. John later reversed declines and re-made sales and marketing performance at food service giant ARAMARK as Corporate Senior Vice President Sales and Marketing. John holds a BA in Sociology & Psychology from York University – Glendon College and a post graduate certificate in organizational leadership from the Massachusetts Institute of Technology – Sloan School of Management.



ANNALISA (CRASH) LAROCCA
(Distributor Mississauga)
Ms. Larocca is a marketing graduate of Ryerson University and worked for 19 years for L&K International Training, the international leader in Power Industry Training. She was promoted to Director of Sales and Marketing for L&K and worked extensively in international business development for over two decades.

A seasoned sales manager, Ms. Larocca was responsible for a direct sales force and international agents. She has traveled around the globe and across the USA and Canada. Annalisa has experience in all aspects of direct marketing and has personally sold over \$11,000,000 in training business to a global clientele. She brings extensive international selling experience to Quota[®].



ROSS KENDALL
(Distributor/Coach GTA—Collingwood)
Ross Kendall was the founder of two successful training and technology companies which were sold to Open Text Corporation. His work has taken him into many fortune 500 companies in Canada, the USA, UK, and Australia including: Royal Bank, TD Bank, AT&T, Xerox, and Janssen Ortho. Ross is a multi-dimensional, highly skilled sales and business development entrepreneur, with the expertise and resources to make an immediate impact. With strong leadership skills, the ability to develop teams/achieve results and extensive experience in all facets of sales and sales management he has built an impressive track record of success.

**GABRIEL NICOLETTI**

(Distributor/Coach Toronto, ON)

Gabriel A. Nicoletti is a security industry veteran with over 20 years experience in sales, training and senior management. Gabriel has worked in manufacturing and as a Senior Key Account Manager North

America, VP and General Manager for an industry-leading company and President of his own enterprise. Mr. Nicoletti has served on a number of boards including CANASA, [The Canadian Alarm & Security Association] and Underwriters' Laboratories of Canada [UL/ULC]. Gabriel has achieved the Certified Sale Professional "CSP" designation with distinction [given to the top 2% of graduates] from the Canadian Professional Sales Association. In addition, he holds the coveted Certified Protection Professional designation "CPP" from the American Society of Industrial Security [ASIS].

**LOUISE PROVENCHER**

(Distributor - Quebec, Canada)

Louise Provencher manages our Quota® business in the Québec, Canada region. Louise has over 20 years experience selling goods, services and technology solutions. Her background includes positions with Computer

Products; IT Solutions; Horashphère & Latitude 3. Ms. Provencher is particularly adept at new client development and has won a number of sales awards for her market penetration efforts.

Fluently-bilingual [and functional in Spanish], Louise has worked with the full range of companies [small to Fortune 500] and is versatile with all levels of decision-makers. A graduate of Concordia University in business, customer service has always been a primary focus for her. Louise will coordinate our team of Québec-based Coaches and be the primary contact for any Quebec business.

**LÉON SERGENT**

(Distributor/Coach Montreal)

An internationally certified seminar leader in consultative selling and business presentation skills, Leon has helped organizations in Canada, the USA and North-Africa successfully develop people who connect with customers

inside and outside of their organizations. An experienced bilingual trainer with over 25 years of business experience across Canada, Leon works with leading professional services businesses including engineering, finance, applied technologies, as well as health and pharmaceutical professionals.

**COLIN CHARLES**

(Distributor)

seasoned sales and marketing management professional, with extensive experience in new business development and adult learning. Colin Charles brings over 20 years of results-achieving sales and marketing leader-

ship with proven success at driving revenue and brand growth while selling to the c-suite in highly competitive industries. Colin is a solutions-focused manager, skilled at building and directing winning sales & marketing teams, cultures, initiatives and processes while remaining focused on meeting and exceeding company objectives. Colin's ability to develop leading sales & marketing strategies, secure customer loyalty and forge relationships with key business partners makes him a valuable asset to the team. His expertise has positively impacted many of North Americas most influential brands such as General Motors, IBM, Novartis Consumer Health, Kraft and American Express. Additionally, Colin's skill set includes sales force automation, sales process engineering, channel development and CRM.

**PAUL WATSON**

(Distributor/Coach London, ON)

Paul Watson is a Certified Sales Professional Examiner with the Canadian Professional Sales Association, having conducted sales training with the University of Western Ontario, Fanshawe College and other leading

multinational sales and sales training organizations. He comes with over 25 years in sales development and sales management experience with Dun and Bradstreet and Xerox Learning Systems/ Learning International. Paul holds an Honours Degree in Arts from the University of Toronto and is a graduate in Strategic Planning from the Canadian Institute of Management through the University of Western Ontario.

**DENISE LAPOINTE** (Coach Quebec)

With over 30 years of experience, Denise Lapointe has successfully provided French and English Sales Training and Development strategies to many of Canada's top sales organizations. Ms. Lapointe has a background in arts, language and education, with degrees

from Université du Québec à Montréal and a Diploma from University of Granada, Spain.

Ms. Lapointe is an exceptional facilitator with proven strengths in sales, negotiation, communication, team building, and interpersonal skills. Formerly a top facilitator with Xerox Learning Systems, Ms. Lapointe is a member of the the International Coaching Federation [ICF] and has developed an international career delivering Managing Performance for Unesco in Paris, Beirut and Dakar and with a UN organization, ECA [Economic Commission for Africa] developing a High Performance Teams in Kigali, Rwanda.



"The full day training session was an excellent team building and learning experience for the entire Sales and Marketing team. In addition to being an excellent refresher for the entire sales force, the Quota® experience also provided a number of key 'take aways' that our organization has already put in place."

Trevor Squires,
Director Food
Service Sales &
Marketing,
Heinz Canada Inc.



Quota® Distributors and Coaches continued



JAMIE CRAWFORD (Coach Vancouver, BC)
Jamie Crawford is a National Sales Director for a major electronic security company. Jamie has over 20 year's success in sales leadership roles throughout Canada, New Zealand and Australia. He is a results-driven coach with a proven track record in consumer package goods, business-to-business & business-to-consumer categories. An entrepreneur; he has held sales leadership roles in organizations such as PepsiCo, Coca Cola Amatil, Canadian Springs and Yellow Pages Group. Contributing to the culture of continuous improvement and helping organizations improve their sales performance are the rewards that motivate Jamie.



MARC FORTIN (Montreal)
Marc Fortin is a dynamic sales & marketing professional with a bachelor degree in Marketing and Economic sciences from the University of Montreal. Marc gathered his experience in major consumer packaged goods companies like Molson-Coors, Canada Bread, Borden Foods, Maple Leaf Consumer foods and Kellogg's. Marc has held positions as Director of Strategic Planning and Trade Marketing or Director of Innovation, Regional brands and US business development where he has led major corporate projects. Marc's motivation is helping organizations link their sales & marketing efforts and helping sales professionals move to new levels of performance.



BOB BOWES
(Distributor/Coach - New York City, USA)
Bob Bowes is motivated by success and nurturing others to succeed. His experience includes over 30 years in sales, marketing and leadership roles in the United Kingdom, Asia and North America. He has worked for Fortune 500 companies in Information Technology and is now running his own consulting company based in New York, specializing in cross-cultural selling, sales coaching and global accounts.

Bob has also assumed a number of civil responsibilities, including National President of Junior Chamber, representing the UK at the United Nations and has served as an officer in the British Territorial Army.

Mr. Bowes holds qualifications in Marketing and Business Administration and has been invited to undertake a PhD (Global Accounts Management) at the University of South Australia.



KIT GRANT
(Distributor/Coach Alberta, Canada)
Kit Grant is one of Canada's top public speakers. Kit is both a CSP (Certified Public Speaker) and CSP (Certified Sales Professional) and is the former World President of the International Federation for Professional Speakers and was the 2005 recipient of the International Ambassador Award for service to the global speaking industry.

Mr. Grant is also a member of the Canadian Speaking Hall of Fame and specializes in pushing people outside their comfort zones to get the results they deserve!



FRAN ETHERINGTON
(Distributor/Coach Leeds, United Kingdom)
Fran is a fully qualified trainer with a background in Retailing and Vocational Qualifications. She has spent fifteen years managing merchandising teams and training retail franchise owners to help them enhance their sales teams and empower their business. The last two years have been spent building her own commercial property business. As a qualified trainer and verifier with accredited Adult Education experience, her enthusiasm and extensive experience enable her to assist other business owners reach their full sales potential.



GRAHAM ETHERINGTON
(Distributor/Coach Leeds, United Kingdom)
Graham has worked as Director of various mechanical services companies for over 25 years. As a Director of a successful Air conditioning company he led a sales team responsible for securing large scale contracts. Graham is a respected member of a nationwide organisation of air conditioning companies and became their youngest chairman. Under Graham's leadership, he steered the group towards new standards in design, installation and after-sales service.

Graham's record of securing large scale contracts and providing clients with the highest levels of after sales care and service provide the foundation for the practical knowledge of sales practices and techniques that ensure success



SHAHIDA NUR ZAINAL
(Distributor Malaysia)
Shahida is a Certified Coach, BarOn EQI Assessor and Trainer. As a consummate sales professional with 25 years of experience, Shahida has been a pillar of her industry and provides thought leadership to her clients. Shai has driven breakthrough sales records in Malaysia, extending to the ASEAN region. A significant portion of her career has been with leading organizations like Microsoft Malaysia, Oracle Malaysia & ASEAN, holding key senior sales & leadership positions. Shahida is passionate about people development especially in the areas of sales development having mentored and coached numerous sales people and sales leaders to success. Her drive towards results and excellence has earned her the Microsoft's Chairman's Award (Bill Gates) and she was the first Malaysian to receive the Circle of Excellence, a worldwide recognition for the top 10 employees globally. At both Oracle and Lotus, she received the Oracle 100 Club for Top Achievers and Lotus 100 Club Achievers.



TONY LLEWELLYN

(Distributor, Letchworth, United Kingdom)

Tony has a technical background in Construction and Real Estate and has spent the last twenty years building up specialist teams, often from a standing start. As a managing partner in a leading international construction consultancy, he was responsible for delivering a number of projects focused on business growth. In that time he has gained a great deal of experience in how to build sales in the services sector.

Tony is a qualified coach, and spends much of his time working with managers to build their own coaching skills to improve the sales performance of their teams. His underlying philosophy is that growth in business comes from growth of the individual, and that people can achieve extraordinary results if they can access their innate capabilities. Located in Letchworth, United Kingdom



SCOTT MCARTHUR

(Distributor London and the Cotswolds)

"Scott's business is all about his passion for inspiring people to think differently about change. Following a career in science and HR, Scott has operated for the past 10 years as a business consultant (with Atos KPMG and

Sculpture), facilitator, speaker, performance coach and writer where he has gained international experience in delivering HR, procurement and supply chain transformation, sales force effectiveness and leadership development interventions for a wide range of clients (M&S, Sainsbury's, Swiss Re, The Phoenix Group), Capgemini, CGI and Atos)

Scott has degrees in biology, human resources and psychology and his interests vary across a broad spectrum from neuropsychology and employee engagement to the use of the arts in business; his blog is a popular reading point for many executives.



DOMENIC GIGLIOTTI

(Distributor/Coach NE USA)

Domenic Gigliotti is a Regional Director of Business Development for an International Management Consulting Firm. He is a goal-oriented, results-driven, sales team leader with over 21 years of sales and sales management experience. Domenic has worked in a variety of industries within North America including healthcare, financial services, managed care and consulting services.

He has lead various teams, developing and implementing successful sales/marketing strategies with a consultative, needs-based, customer focused approach. Domenic has a simple philosophy in business – be a trusted and reliable resource, and exceed client expectations all the time. Domenic and his family live in Niagara Falls, Ontario, Canada but manages 9 of the North East USA states. He will be representing Quota® in this region. Domenic is also an active volunteer in his local community and has coached children's sports teams for over 30 years. He is a graduate of Mohawk College in Ontario, Canada.

QUOTA® OPERATIONS



NATALJA PRIHHODKO

Operations Manager

Ms. Pridhhoko manages Quota®'s general administration, operations and bookkeeping duties. Natalja has a solid background with one of Canada's top language schools and a not-for-profit head office. As Operations

Manager, she is our Distributor Liason; works directly with our myriad suppliers, printers and partners and coordinates our expansive public seminar schedule. Natalja has a BA in journalism and translation and hails from Estonia.



JAKE ROBERTSON

Operations Associate

Jake manages the Quota® inventory, handling and shipping duties. Jake also liaises with our printing and production suppliers and international shippers. A musician by trade, Jake is also pursuing his Certified Sales

Professional designation and meeting clients that require operations assistance.



"Since the session, some feedback has come in as follows:

"10 times better than previous trainer... It wasn't about the trainer, it was about the training!"

"Best training I've ever been through"

"When I heard it was going to 4:30 I thought it would be draining. It not only flew by, but I left energized and pumped!"

"Impactful"

Adam Wills
Sales Manager
Redmond Williams



QUOTA® CRM™

QUOTA® Q'ube™

QUOTA® Coach™



The Sales Performance System

QUOTA® B2C™

QUOTA® HEAD OFFICE
4056 Rolling Valley Drive,
Mississauga, ON, L5L 2K8

QUOTA® Online

Phone: (905) 601-2880
Fax: (905) 828-7890
inquiry@quotagame.com

QUOTA® French™

QUOTA® The Sales Performance Game™

www.quotagame.com

THE GLOBAL LEADER IN SALES GAMIFICATION

