

RCM TOOL

Dear Sir or Madam;

RCM Tool had experienced stagnant revenue growth for nearly a decade, while our industry was becoming increasingly competitive, both within the US and overseas. With the realization of shrinking markets and profits, we needed to seek outside help to develop a proactive sales program.

The Sales Matrix was referred to me as a company that could help develop and implement the components required for a successful proactive sales program. In my experiences with The Sales Matrix, they proved this compliment to be true. Through what was developed and implemented, my business experienced the largest sales quarter in years.

Now RCM Tool has experience and tools that allow for proactive sales based on understanding our market, its decision makers, their buying processes and their purchasing criteria. My business, armed with the right program, can now control the level of business we bring in and do so in a market that loses competitors everyday.

If you are looking for a company that can accomplish the following:

- Re-evaluate and make the needed changes to your sales strategy in order to drive the sales results you need to succeed in today's market.
- Develop and initiate accountability programs for your sales staff.
- Installation of a sales force automation system to ensure proper management of the sales program.
- Consult in creating a Sales Management Program.
- Key account sales coaching.

And much more...

Then The Sales Matrix will become a valued partner to you and your organization. I would encourage any business looking for assistance in building a better sales force, to strongly consider The Sales Matrix.

Yours truly,

Bob Quinn
President, Owner
RCM Tool and REVCAM