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# Q-Tips

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## Greatest Challenges

2011 is going to be an **exceptional year** that will bring great success to your company. Success never comes without challenges and **these challenges help to solidify processes.**

We recently surveyed our clients to learn their **greatest challenges** and here's what we found:



- Locating & identifying potential customers that fit my target market
- Level of difficulty Setting face to face meetings with good prospects
- Putting together a solid prospect list with accurate data
- Keeping our sales pipeline full
- Getting to the decision maker faster
- Converting to sales sooner
- Having clear and concise messaging to draw the attention of decision makers
- Making sure follow up and CRM is in place so we don't miss incoming opportunities
- Lack of motivation our sales team experiences during slow times
- Staying ahead of competition

**If you are facing these or similar sales challenges, don't wait and delay your success.**

QCSS customizes prospecting and lead generation/appointment setting programs to assure steady growth and to **keep your sales team closing.** To learn more about our culture, programs and how we can help you overcome each of your sales challenges and assist you in your growth, call us now at **800.609.9038** or visit us on the web at [www.qcssinc.com](http://www.qcssinc.com)

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