

FREQUENTLY ASKED QUESTIONS

Why join the Sales Leader Alliance?

The *Sales Leader Alliance* is the only formal gathering of Sales Leaders that acts as your personal Board of Directors, advising and teaching you along the way on a range of topics and be your personal conduit of sales leadership savvy.

There are many sources to show you **WHAT** you are supposed to do as a leader – the Alliance helps you learn best practices in **HOW** to successfully implement best practices specific to effectively leading a sales team with guidance from other sales leaders that have walked the path before you.

How does the Alliance differ from other groups?

LEARN FROM OTHERS' EXPERIENCE – The *Sales Leader Alliance* is unique because you will learn how to implement best practices and how to actually implement the tools used by the top performing sales organizations. You may already know **what** to do; in the *Alliance*, you will learn both from other experienced sales leaders that have walked your path and from noted experts on a range of critical and timely topics.

CONSULTING and ADVICE – The Alliance membership brings one full day annually (8 hours) of a Pivotal Advisors' consulting support for your company to use as needed (i.e. to speak at local sale meetings, assessment of your sales organization, professional coaching for yourself or even individualized training for a team member.)

Who else will be in my group?

Each Alliance group will consist of up to 15 members and will be carefully vetted to balance the membership with a cross section of technologies, sales channels, and a blend of manufacturing, services, distribution and wholesale. . Direct competitors will not be in the same Alliance. There will be multiple Alliance groups in the Metro area.

How will I be billed?

Pivotal Advisors will adjust the billing schedule to match your needs (monthly, quarterly or yearly). *Refunds will not be given for missed sessions or consulting time not used.*

Can I engage a speaker from the Alliance?

The *Alliance* provides knowledge from experts in many fields through research, case studies, lectures and experience. Outside speakers are not allowed to make sale presentations or to solicit our members, however, Members may engage outside speakers after an event.

Can I have more than one person from my company in the Alliance?

The intention of the *Alliance* is to provide a refuge of confidentiality so that matters can be discussed openly; therefore we highly encourage only one member from each company in a group. There will be multiple Alliance groups in the Metro area so other sales leaders in your company can join a different Alliance group.

NOTE ON OPEN SESSIONS: There will be some sessions where you will be able to bring other members of your team in for the educational portion of the program.

What will we talk about?

There are many topics that are the most beneficial to Sales Leaders. Each *Alliance* will vote on what subjects are important to them and Pivotal Advisors will arrange the schedule accordingly. *A portion of each session will be set aside to discuss specific Member challenges and successes.*

How often does the Alliance meet?

The Alliance meets once a month for a half day session.

Where will we meet?

The venues will be a mix of being hosted by the Members plus inspirational locations throughout the Metro.

Am I allowed to miss meetings?

The *Alliance* depends on your experienced input, as you will depend on the contributions of the other members. We ask that you intend to contribute to 75% of the gatherings.

What if I leave my company?

The party that made the payment will possess the seat. Of course, one benefit of the Alliance is to assist an Alliance member with networking when making a transition.