



# BENCHMARK

## ARE YOU BEST IN CLASS?

Ever wonder what the best Inside Sales teams in the World do differently? How about where you should focus today to achieve goals faster? In a single engagement we'll help close the gap between the present and the future.

### BENCHMARKING HELPS YOU:

- Identify strengths & challenges against best in class
- Infuse your plan with inside sales expertise
- Scale the operation
- Assess your leadership team
- Create your strategic roadmap

How? We leverage decades of experience across hundreds of sales floors. We'll power through your data, observe all levels in action onsite, and do extensive interviews. Then we pull in industry best practices to deliver a red-yellow-green benchmark assessment across 10-15 key areas, short and long-term recommendations & an education session you'll want your entire Executive team to attend.

Factor 8 is an authorized delivery partner of the AA-ISP Inside Sales Organizational Index™