

## Hiring a Sales Representative to work for your organization

- 1) They must be a very “positive” and ‘clean’ looking individual who will represent your agency well. Must have healthcare sales background. Self starter. Proven resume with references from prior job in sales showing goals achievement, etc.
- 2) They will want a \$35 -50K base (depending on what part of the country you live in) with commission of \$250 per new part time client and \$500 per new full time client. **Tell them it is an opportunity to get in at the ground if you can’t pay them that much – lower base and higher commission. Offer them “profit sharing” and “Management role” if they succeed and help company grow.**
- 3) They must make 40 sales calls per week if they are full time. **You MUST** talk to them every day about where, when, who, what they did and talked to/about. **You MUST** go out with them at least twice a week on their sales calls. Spend the full day with them! If you don't you will most likely end up spending money on someone who is not performing.
- 4) **Make sure they go through ALL the sales training that is online on our website and in your SHC Boot Camp Course Slides (All of Section 5).** Ask us for a UserID and Password to access our member’s only intranet to view the pre-recorded sales training.