

## A RENEWABLE ENERGY COMPANY

### ENERGY

#### CLIENT DESCRIPTION

The client is one of the fastest-growing partners for renewable energy developers across the United States.

#### CUSTOMER REQUIREMENTS

The client needed assistance in quickly building successful residential, door-to-door sales teams in the Northeast of the United States.

#### SALES FOCUS INC. SOLUTIONS

In less than 45 days, Sales Focus developed a sales strategy, implemented the processes, and then launched a focused team of sales professionals. SFI quickly hired and trained 20 sales agents in Upstate New York to target the client's desired market.

#### RESULTS

After dominating the Upstate New York market with our 20 sales representatives, the client allowed us to grow our team to 35 agents and expand into the New Jersey and Massachusetts markets. Our sales teams exceeded the client's expectations by averaging 2.1 sales per day per sales agent.

#### CLIENT REVIEW OF SALES FOCUS INC.

"With 20 years experience in the energy industry, we had very high expectations for our relationship with SFI. They outperformed our expectations. They built successful teams in three regions targeting residential markets. SFI brought experience and process to our solution. Great results!"

CEO