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## CORNERSTONE HEALTH SYSTEMS

### HEALTHCARE

#### CLIENT DESCRIPTION

Cornerstone Health Systems works with the QLI Program to provide durable medical equipment and supplies for families in Tennessee with children with special needs. Their purpose is to evaluate and assist special needs children, so they can obtain specialty equipment to help them develop and thrive.

#### CUSTOMER REQUIREMENTS

Cornerstone Health Systems needed help organizing an established sales process. The company came to Sales Focus Inc. looking to grow their revenue 25% year-over-year.

#### SALES FOCUS INC. SOLUTIONS

Sales Focus developed a sales program for Cornerstone that defined a goal-oriented sales process and ensured predictable results and organized reporting. SFI developed compensation plans, quota assignments, and recruited, trained, and managed a sales team dedicated to Cornerstone.

#### RESULTS

The sales team SFI developed and managed for Cornerstone exceeded quota, generating more than \$1 million in sales in 12 months.