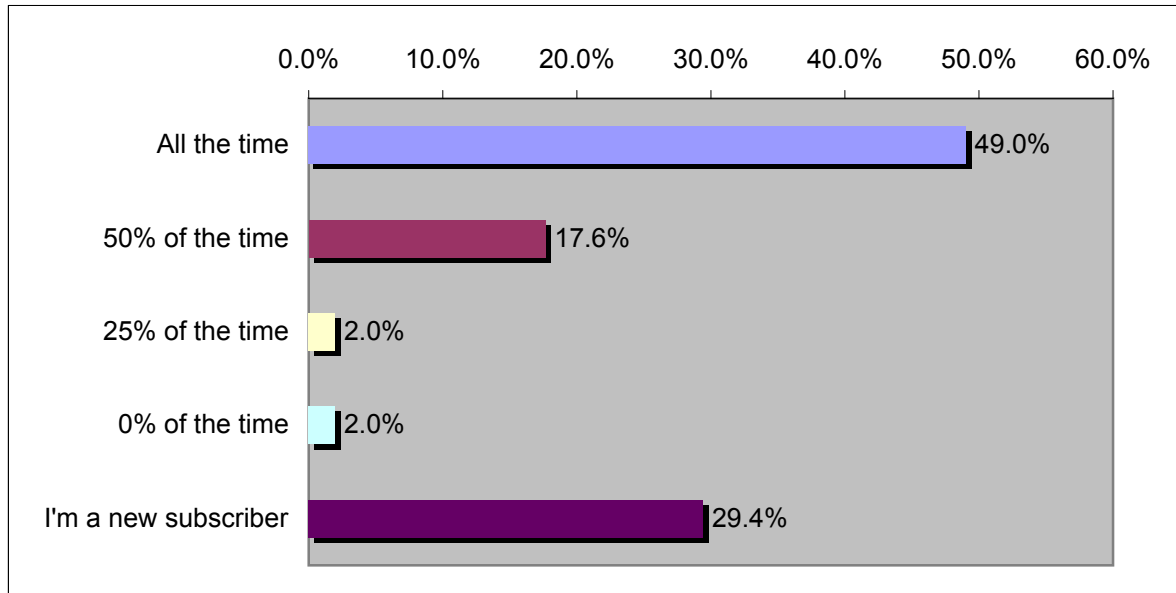
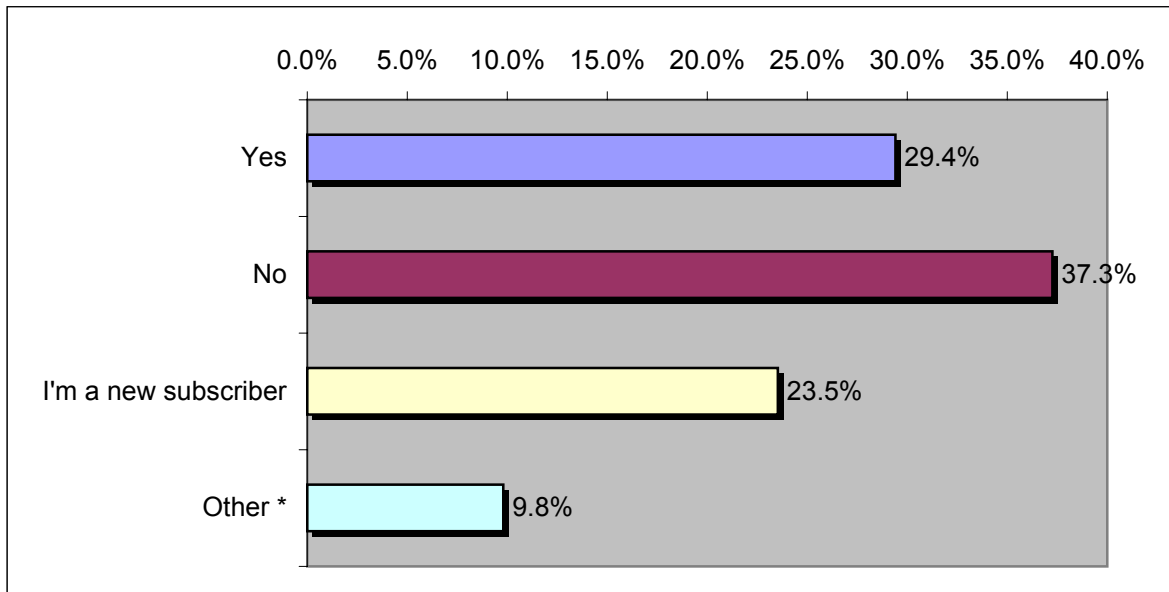


# Survey Results for Got Sales? eNewsletter

## 1. Do you usually read your issues of "got sales?" eNewsletters?



## 2. Do you share or forward your copy of "got sales?" with anyone else?

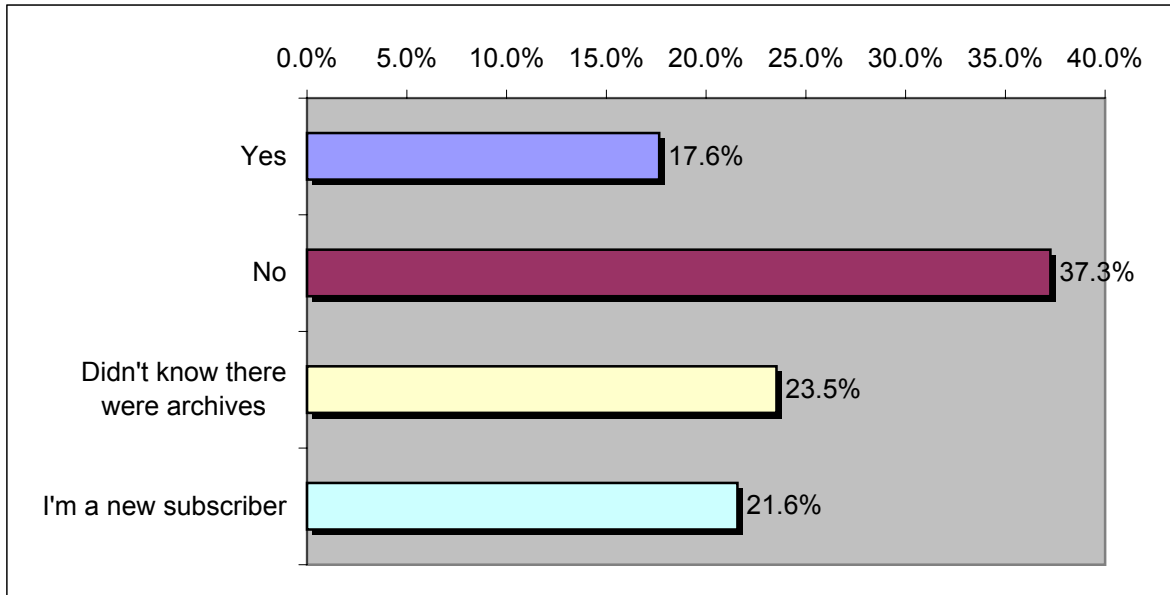


\* Other:

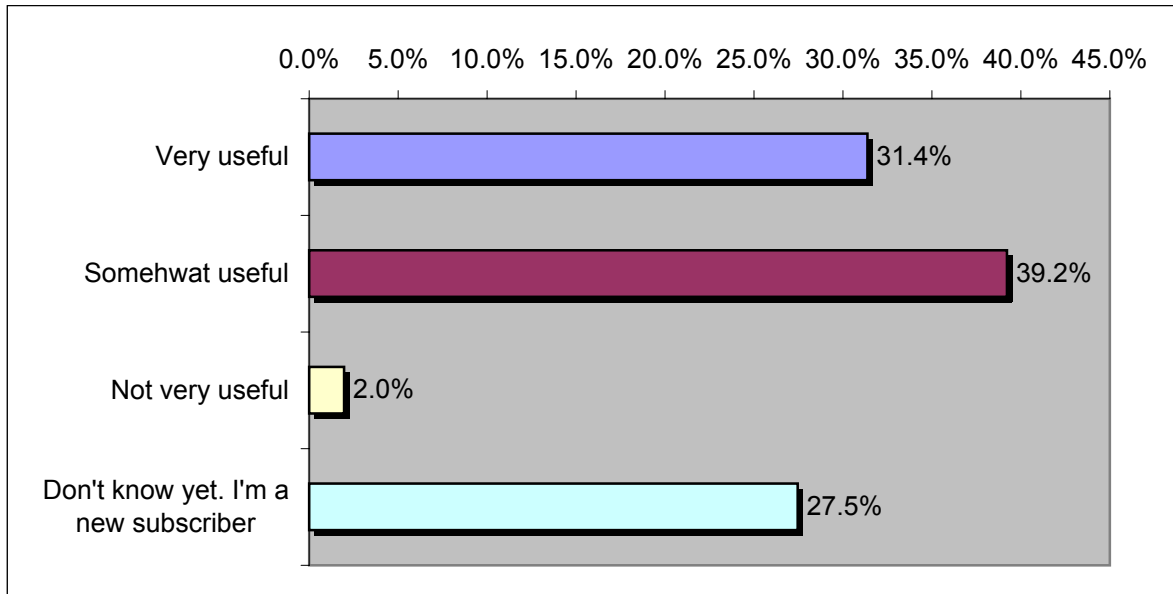
Available to Office staff

Yes I probably will to other colleagues of mine in sales - but I'm a new subscriber

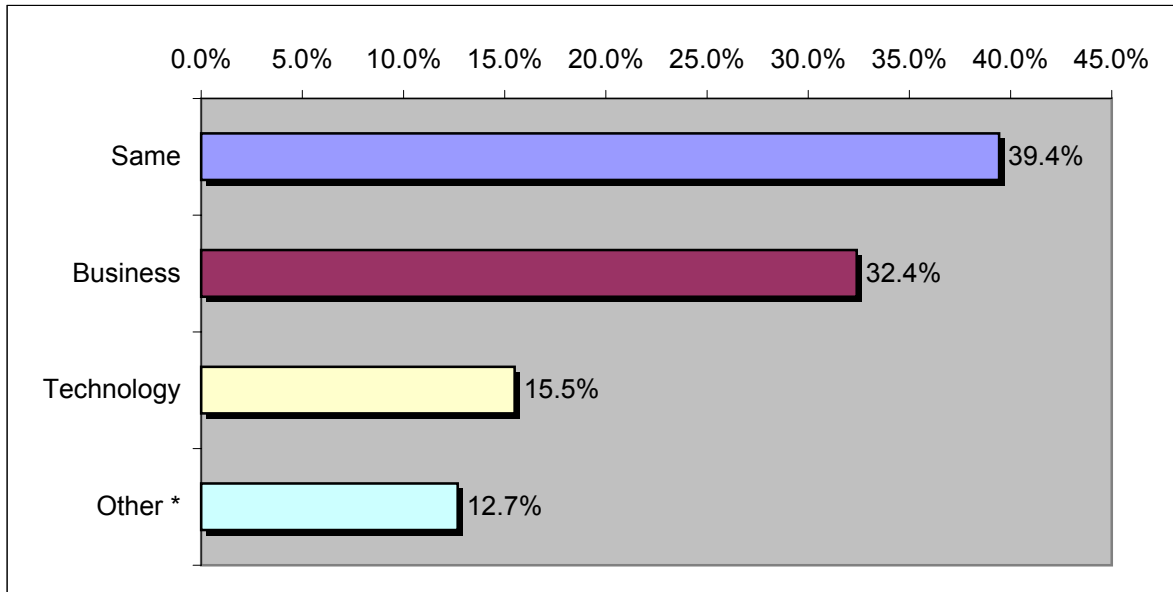
**3. Have you ever looked at archived issues of "got sales?"**



**4. Do you find "got sales?" to be:**



**5. What kind of articles would you like to see in future issues of "got sales?" (Check all that apply)?**



**\* Other:**

- Health Care and or Insurance
- Too soon to tell
- Retail
- Using technology to better target qualifyable prospects..... and streamlining the process with great contact management software.....perhaps evaluating any of the off the shelf products sales people use to track/follow up on the sales process for relationship building, etc.....
- Accessing C-Level Handling Objections Return on Investment
- Articles related to the sale of computer services - the intangible.
- Enjoyed the few articles I've read so far. Like the variety of topics so that the information is feash and relevant.
- I'm a sales consultant for a very large commercial printing co. I enjoy your articles on how to increase sales, closing new business & maintaining existing business. Please continue to do the same. Thanks, Tony
- Sales and Marketing

**6. What suggestions would you have to improve or change the "got sales?" eNewsletter?**

- So far what I have read had good situations that I was familiar with, however the solutions have been breif. Seems like a very detailed description of the problem but breif answer for what worked or how to fix. I will say however, the situations were all familiar with me so good job there!
- Too soon to tell
- Keep it short & sweet. Needed info and 'cute' sales stories to keep our interest.
- I love it
- None at this time. just learning about proper use of CRM.
- Give the first paragraph of actual article content to hook the reader in, then link to the main newsletter with a "read more" link. I'm more likely to click through when I've had a taste of the article.
- As a new subscriber no suggestions yet. But if in reading the eNewsletter I think of something I will definitely let you know.
- I would have to say that I was very surprised how much good information your newsletter & website provides. The website & newsletter does not leave you with the feeling that it was " specially designed" or a "custom" feel; sort of a feeling that the design is not important.

**7. What services might you be interested in from PEAK Sales Consulting? (Check all that apply)**

