

# Your 6-Point Checklist to Qualify if Sales System Consulting is Right for You

Sales System Consulting helps businesses build efficient, scalable processes for reliable results. These questions help you evaluate your current sales systems and gain a clearer understanding of where improvements may be needed.

**Is the business owner responsible for the majority of sales?**

**Do you have an efficient and effective sales person?**

**Does your current network provide opportunity for growth?**

**Do you know what your salespeople are doing each day?**

**Are you running weekly sales meetings?**

**Does your business have a documented sales process?**

**Your Score: \_\_\_ /6**

If you score under 3/6, you should get in touch with EMPAT Consulting to help you improve your sales systems.