



**Profitable
Sales Growth
Strategies**

Outbound Excellence
877-337-2674
602-770-0012
www.outboundexcellence.com

Account Transition Policy

**The Transitioning Of “Free Commission”
Active Buying Accounts
From Terminated Sales Reps ...**

**To Sales Representatives
With More Tenure
But With A Much Poorer Work Ethic**

**Than The Newer, Yet More Driven,
Harder Working & Oftentimes
More Deserving Reps.**

**Is One Of The Most Common
& Most Profit Inhibiting Mistakes
Made In Sales Organizations Today!**