



On The Bus was created to assist business owners to open sales opportunities. Since our inception, we have evolved into much more. We have worked with 100s of companies offering world class sales training, coaching, consulting and management.

Our signature **Sales Training** classes combine the best of multiple methodologies. We have a routine schedule with an interactive, consistent format. Uniquely, we have members commit to leading discussions on real life situations in each class.

Regular attendance yields great performance growth.

The format enables new learning each session, even for repeated topics, so members keep coming back.

Every time I attend a sales training I walk away with great tools to implement in my business. The things I learn about myself and improvements I can make in my business day to day are valuable to help me reach my goals. I would recommend sales training to veterans and novices because we can always learn something new every day.

Renee Mure
Renee's Bookkeeping LLC



We have a consistent track record of enabling sales professionals to create better pipelines and deliver more profitable sales through a repeatable and teachable sales process.

Some business owners worry about the cost of training employees only to see them leave. Others worry about the cost of not training them and they stay.

Which are you and what's this costing you?

I have been working with On The Bus for about a year. It's awesome and helped me learn how to be a business owner and leader for my team. Each time I go to a sales training or lunch and learn I learn something new. I highly recommend working with them.

Lois Manzella-Marchitto
Fitness Coaching, LLC



on the bus

"The bus came by and I got on, that's when it all began"



Established January 2010

Sales
coaching
training
consulting
management

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Basic Membership

\$400 a month or \$250 per meeting.
4 meetings a month offered.

1st: Lunch & Learn Networking

Monthly presenters supply lunch, speak on topics that are generally attractive to owners of small to mid-size companies, and create a professional networking environment.

2nd and 4th: Sales Training

Offered twice a month Sales Training has a consistent format of challenges being presented by members. An interactive lecture on multiple topics is announced prior to the class. Commitments of a behavioral change is challenged at each meeting.

3rd: Discussion Meeting

One of our members shares their sales story and history and picks a topic to be discussed by all in an uninterrupted format.

Other services offered

Employee Placement

- **10%** of annual salary

Referral program

- **Typically 10%**

Private Coaching

- Individual or team coaching
- \$300 / hour

Sales Management Call to discuss

Sales Training Topics

- Sales system vs not having one
- Elevator pitches: 10 second, 30 second, 2 minute and 4 minute
- Personality traits
- Asking for referrals
- Reading body language
- Trade Shows & Conferences
- How to dress
- Networking vs. Not-working
- Behavioral Goals
- Selling with story telling
- Getting more out of one to one meetings
- Closing techniques
- Prospecting on LinkedIn
- Selling with Questions
- Communication
- Negotiating
- Remembering names
- Canvasing
- Quote writing
- General overview reviewed

Discussion meetings format.

This will be a monthly meeting where one of our members or staff will share their sales story; what it was like, what happened and what it's like now before joining On The Bus. They will then pick a topic to discuss where we can all share our experience as to what worked and what didn't.

Sales Management

Let's face it, sales people are hard to manage.

We understand them.

Let us do it for you and become your in-house sales manager. We will work with you on developing behavioral goals and finding people to work within your system so you can manage the system versus the people.

DO YOU WANT TO BE ON THE BUS?

Let me know if you would you like to get together to discuss you and your business? I can then tell you a little about me and mine. We could find out if we are a fit for each other, we aren't always. Maybe we can share a referral or two? What's the down side to meeting, an uncomfortable hour? What's the upside, life changing information? Sounds pretty good to meet and look forward to meeting you.

Contact me to find out if a seat On The Bus will benefit you and your business?

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