

# Rise up, lead.

**CAPABILITIES**

# Accomplish amazing things. Start with integrity.

More than a name, integrity is a value we share and the root of performance excellence. When your people build relationships with integrity at their core, they have the foundation to rise up and lead.

Top-performing sales and service professionals have a special advantage. They're driven by a set of attitudes, beliefs and values that inspire them to achieve more—for their customers, their organization and themselves.

At Integrity, we are performance experts who enable organizations and individuals to embrace their sales, service, and coaching roles with an approach that feels honest and authentic—one that is uniquely theirs.

## THE INTEGRITY DIFFERENCE

Our approach motivates people to sell by aligning their attitudes and beliefs, and by transforming sales leaders into committed coaches who bring out the best in their teams. It sparks the internal fire to go beyond self-imposed barriers that hold others back. And that changes everything. Once this fire is sparked:

- They view selling and service as helping people and creating value for them.
- They bring integrity and a sense of purpose to everything they do.
- They identify and eliminate behaviors that stifle their potential.
- They outperform, year after year.

*"Integrity Selling...resonated with our own corporate values. Selling was not about forcing your products and services on customers, it was about genuinely trying to establish customers' needs and wants, and finding solutions for them. Our results speak for themselves."*

*- Client*



## OUR UNIQUE FOCUS



### Fuel Performance

We equip your people with the mindset and skill set they need to be exceptional at building trusted customer relationships that drive value and opportunity.



### Grow Talent

Our integrity-led approach to sales and customer service training helps you attract, engage and keep the world's best talent.



### Lift Up Customers

Our programs ignite a passion in your customer-facing teams to uncover and meet customer needs, exponentially increasing customer satisfaction, loyalty and success.



### Elevate Leaders

We create an inspiring learning environment that helps teams achieve their full potential: managers grow into more engaged, successful coaches, while executives cement their roles as trusted leaders.

## SALES PERFORMANCE DEVELOPMENT

Integrity Solutions helps clients see measurable improvement in four critical sales performance areas:



### The Sales Conversation

Increase value, differentiation and commitments from every sales interaction.



### The Account

Develop broader relationships and increase YOY revenues from key accounts.



### The Sales Manager

Transform your managers from revenue reporters to growth accelerators.



**The Person** Increase self-belief, achievement drive and motivation to succeed.

Reinforcement, measurement and sustained improvement

# Results count.

Increased annual life insurance production by **152%**



Increased loan volume by **26%** and deposit volume by **22%** in two years



**150%** increase in **call center sales** within 180 days



Revenue increase of **23%** vs. 9% average growth for the market



**29%** increase in **market share** in Medical Device sector



**94%** increase in **quality time** with physicians



Increased revenues **16.5%** each year across Delta brands



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## ABOUT INTEGRITY SOLUTIONS

Integrity Solutions, the performance experts, equips sales and customer service teams to rise up and lead by building trusted customer relationships with integrity at their core. As the partner of choice for values-driven organizations, the firm specializes in innovative sales, service and coaching training solutions that fuel performance, grow talent, lift up customers and elevate leaders. Our experience spans over 50 years, 130 countries and industries including healthcare, financial services, manufacturing, energy and utilities, agriculture and more. Integrity was most recently recognized with multiple Stevie Awards for sales training excellence in 2019 and 2020. Also in 2019 and 2020, the company was named a Top 20 Sales Training Company by Selling Power and Training Industry.

Visit us online to learn more about our unique approach: [IntegritySolutions.com](https://IntegritySolutions.com)



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