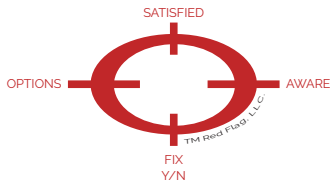
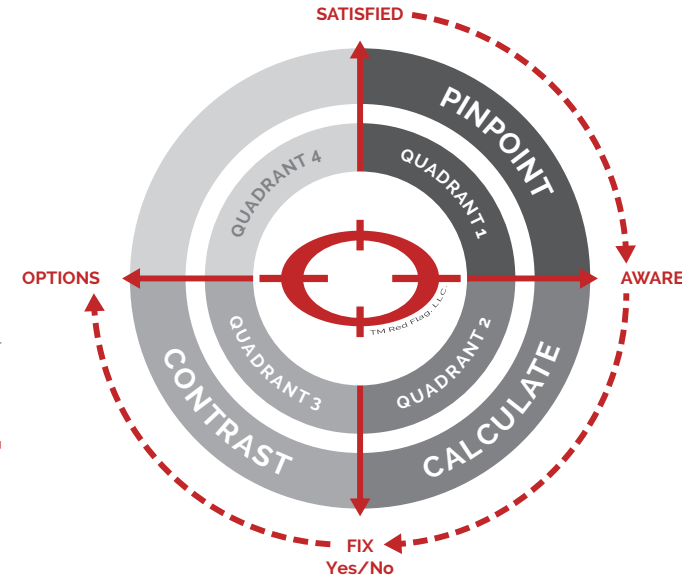


Red Flag Sales Performance System At-A-Glance

The Compass Worksheet



- Quadrant 1** → Why Change → Pinpoint
- Quadrant 2** → Why Change Now → Calculate
- Quadrant 3** → Why Change With You → Contrast



Red Flag Compass™
Turning the lens on the client and away from product/service

The Playing Field™
Sales is a game, this is the "playing field"

Professional Mindset™
Navigating client change

Pinpoint Calculate Contrast Framework™
Your playbook

Name: Opportunity	Quadrant	Pinpoint: Problem	Calculate: Cost, Consequences, Risk	Contrast: Advantages

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