

Increase sales, *plus so much more.* Exclusively for Medical Device Distributors

when you need
MORE
than just more
SALES

- Maximize your sales processes
- Implement best practices
- Inspire and motivate your team

You will maximize growth opportunities and capitalize on your best asset: your sales team. We'll help you improve everything from recruitment and onboarding all the way through retention of your high performers. Together, we will formulate long-term sales strategies that combine accountability and best practices to quickly achieve your business goals. Throughout this process, you will identify and overcome business and leadership challenges, and prepare your entire team for ongoing success. SalesPlus helps make it happen..

Our SalesPlus Services include:

Team Performance Development | Onboarding and Retention
Sales Force Startup | Interim Sales Management | Sales Team Audits
Meeting Facilitation | Live Presentations

"SalesPlus was just the prescription the doctor ordered! They quickly assessed our situation, and delivered a plan to get us back on track."

*- Mark Sorensen,
President, MioMed
Orthopedics Inc.*

 **SalesPlus**
Master Sales Success with Surgical Precision

SalesPlus helps medical device distributors increase sales and improve profits by developing expert strategies, providing unique techniques, and on-going motivation

A Leading Medical Device Sales Expert Will Help YOU Structure Your Medical Device Distributorship for High Performance to Get Results NOW!

Steve Porcaro, founder of SalesPlus, is a Sales Coach, Author, Strategist, and Inspirational Speaker. He is uniquely qualified to help medical device sales organizations grow.

- 19 years in Medical Device Sales • 15 years in Executive Coaching • 5 years in the OR

Steve has built a loyal nation-wide following of high-performing business owners and sales professionals. . Throughout his career, Steve has contributed to the success of winning teams - including sports, surgical, business and his community. He espouses a core belief: through teamwork, we can all accomplish more.

Steve has worked for major orthopedic device companies including Synthes (USA) and Arthrex, Inc. and is a former US Navy Surgical Technologist. Steve's degree in Business is complemented by professional training in negotiation, sales and leadership. He is a graduate of Coach U's Advanced Coaching Program and credentialed through the International Coaching Federation.



"When you're successful, you're most vulnerable. Steve's experience is so specific to our industry. He really knows how to structure distributors to function at their best."

*- Lee Traweek,
President, Axis
Neuromonitoring*

Reserve Your Copy Today!



**6 Simple Steps to Building
a Better Sales Team**

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