



# Seven Habits of Scalable Sales Teams: How Your Competition Is Using Their CRM Better Than You

*Jeremy Pound*

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Scaling sales at a small business can be both frustrating and exhilarating. The heroic efforts of a few rainmakers rarely translate to a growing team, and forecasting revenue with green salespeople can be an exercise in futility. However, when you find the right combination of activities, it can feel like strapping yourself into a rocketship. Trouble holding your salespeople accountable? Frustrated about missing goals? Unable to quickly train and coach new sales reps? Finding it impossible to measure progress? If you answered "yes" to any of the above, this framework was designed for you. This is a concise overview of the framework that can turn your company into a New Customer Machine.

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