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2014

/ Top Performing Salespeople Recognized at Annual TeamLogic IT and PIP Sales Training Event

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Most marketers now understand the business value of social media. The question is, how do you take social to the next level?

More than 50 Top Performer awards were presented at the event in the following categories: Gold Level, Platinum Level and Million Dollar. All awards were based on 2012 sales activity. Recipients of these awards represented \$50 million in printing and marketing services revenue throughout the Sir Speedy, PIP and MultiCopy franchise networks.

A major highlight of the Sales Forum is the presentation of the Don F. Lowe Salesperson of the Year Award. Don F. Lowe is the chief executive officer of Franchise Services and a member of the Sales & Marketing Executives International Academy of Achievement Hall of Fame. The Don F. Lowe Salesperson of the Year Award is given to a salesperson who has demonstrated professionalism in his/her sales career, who supports the National Salesperson Program and participates in events, who's customer service focus brings credit to his/her franchise location and brand, and for his/her contributions to the success of others in the salesperson network.

This year's Don F. Lowe Salesperson of the Year Award was given to Debbie Hahn of PIP Printing and Marketing Services in Anchorage, Alaska. As expressed by Mark Johns, Senior Business Development Consultant for Franchise Services, "Debbie has been a top performer for fifteen years and is a multi-million dollar producer. She is most deserving of this award which also recognizes her leadership, professionalism and mentoring of other salespeople in our network."

PIP in Anchorage is a perennial top volume location in the worldwide PIP network and past recipient of the PIP Franchisee of the Year award. Hahn is one of three million dollar producers at the Anchorage business.

The annual Sales Forum event is open to all salespeople and franchise owners in the PIP, Sir Speedy, Signal Graphics and MultiCopy National Sales Program. The three-day event encompasses general sessions with keynote speakers, breakout sessions for specific tracks, a vendor display, and an awards dinner. This year's featured guest speakers included Greg Lindsey, Marketing Manager, Ricoh Americas Corporation, signature sponsor of the event, and noted author, speaker and sales trainer, Bill Cates.



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MANAGED IT SERVICES

/ understanding the mechanics of business as well as technology

BRIEFS & WHITEPAPERS

CASE STUDIES

FAQS

/ common questions

- Inbound marketing-focused organizations see a 61% lower cost-per-lead than outbound-focused companies?

Download Sir Speedy's ebook The Future of Social Media Lead Management to learn how to grow, segment, and nurture your social following.

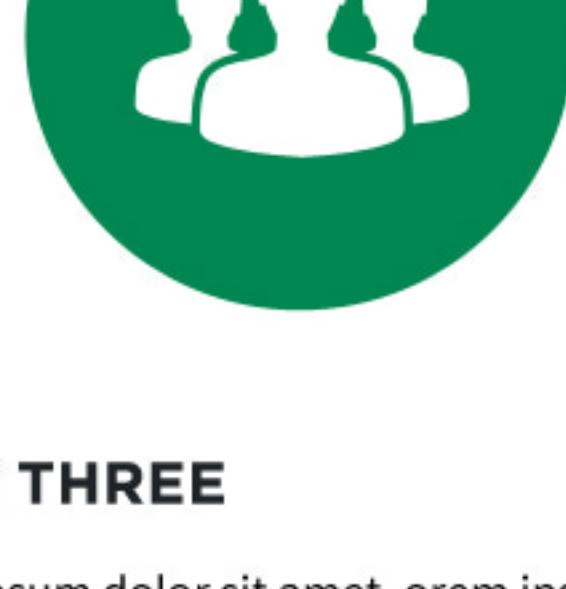
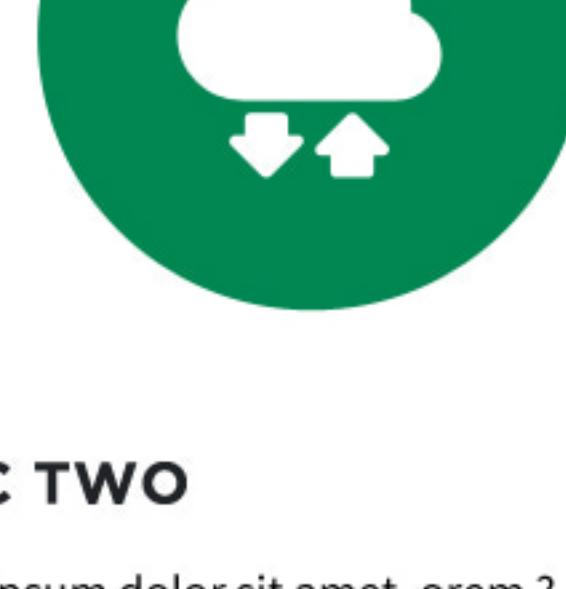
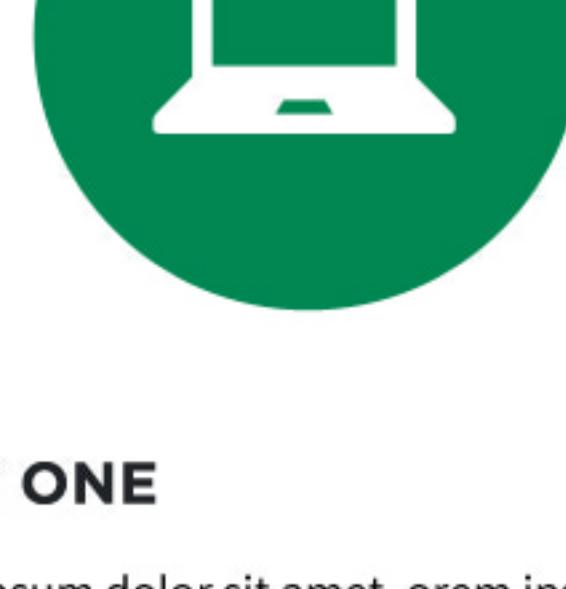
This ebook will help you increase your social reach and push your social media contacts down your sales funnel. After reading it, you'll be better equipped for the next generation of social media marketing.

Download this guide and learn how to:

- Grow your following and find influencers
- Segment your existing social contacts
- Nurture leads with the help of social data
- Use your social intelligence in the sales process

- How to inbound marketing-focused organizations see?
- Organizations see a 61% lower cost-per-lead than outbound-focused companies?
- Lower cost-per-lead than outbound-focused companies?
- Lower cost-per-lead than outbound-focused companies?

/ topics



TOPIC ONE

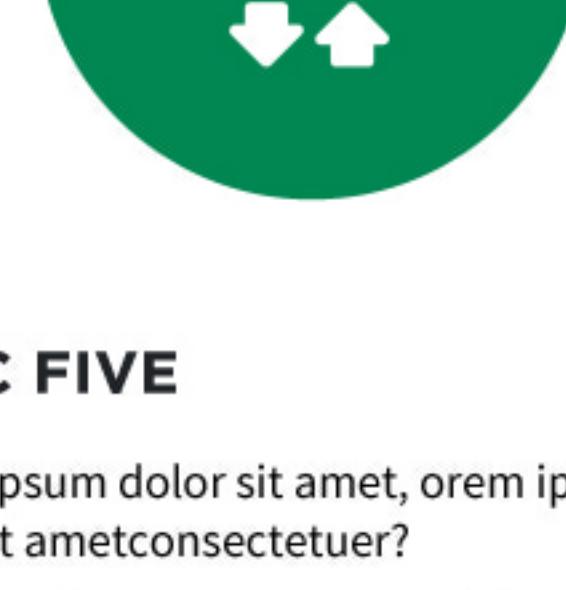
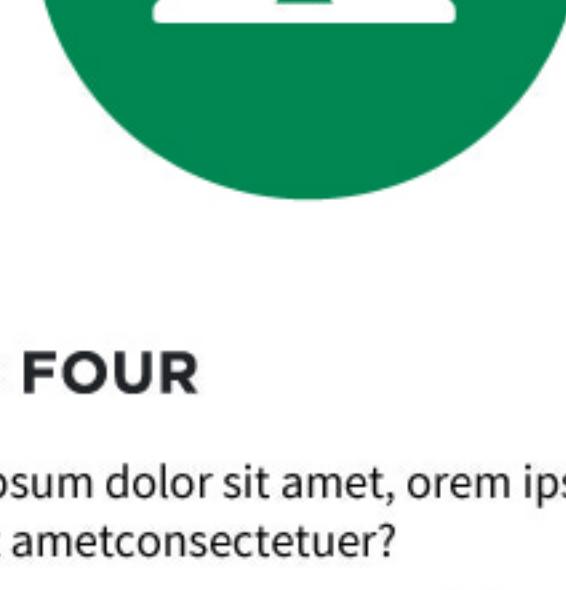
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- Adipiscing elit liquam interdum pulvi?

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or call
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