



JETSUITE'S SALES TAKE OFF WITH STEPHANIE CHUNG

SUMMARY

As a high-end and dominant player within the private aviation industry, JetSuite had an already high-performing, elite corporate Sales Team that was trying to take their sales to the next level and reach maximum results. With the guidance and training of Sales Coach Stephanie Chung, JetSuite's sales team dramatically enhanced their productivity and significantly increased their sales, producing 30% greater topline sales.

CHALLENGE

JetSuite CEO, Alex Wilcox, was determined to elevate productivity and reach maximum sales potential for this exclusive, high-end private aviation company. The challenge was that JetSuite's sales team consisted of remarkable performers achieving higher results year after year, but they lacked the aptitude to reach that next level of greatness. Stephanie Chung was brought in to develop this high-performing sales team, unlock their full potential, transform them from great to exceptional and, ultimately, drive more sales.

*“The sales curve is absolutely where we want it to be. Our latest sales promotion lasted longer and produced about **30% greater topline sales** than similar, previous promotions.”*

- Alex Wilcox, JetSuite CEO

PHILOSOPHY

“A big key to unlocking sales potential and substantially increasing productivity begins internally. It's vital that each person understands their 'personal selling mojo' – especially in the case of JetSuite where sales team members were already high performers.” - Stephanie Chung

RESULTS

After Stephanie spent time developing JetSuite's sales team, Alex Wilcox was amazed by the dramatic results, noting a significant increase in sales, productivity and efficiency. JetSuite's sales promotions lasted longer and out performed, producing 30% greater topline sales. In fact, the sales team witnessed an astonishing 0% turnover rate and an improved overall team morale – citing that Stephanie taught them how to generate more leads, receive more referrals and develop stronger relationships that lead to more sales.

Stephanie utilized her proven tactics and strategies that provided the team with powerful insight, enabling them to realize their strengths and align their sales style with their personality. Developing this cohesive sales style directly impacted the confidence of the sales team, garnering substantial results for the private aviation company.

This newfound confidence transcended into the personal lives of the sales team as well. Alex Wilcox summed it best when he said, "Stephanie's sheer force of positive energy is impressive. She cares about the whole person and, like any good coach, if you coach confidence and hard work, hopefully that carries over to other areas of life. It's been gratifying for me to see that people who work with Stephanie don't just become better sales people, they become better people."

HIGHLIGHTS



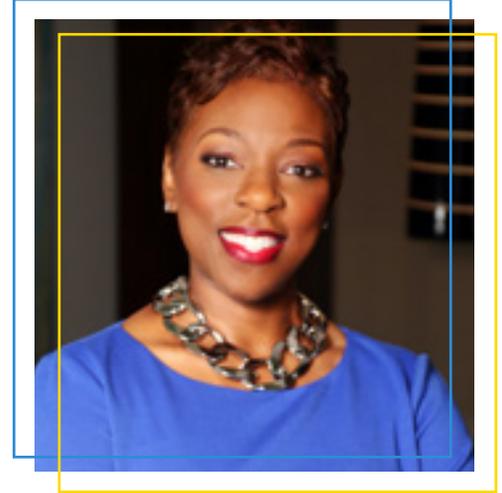
SMALLER TEAM, BIGGER SALES



30% INCREASE TOPLINE SALES



0% SALES TEAM TURNOVER RATE



ABOUT STEPHANIE CHUNG

Award-winning and internationally recognized Executive Coach, Sales Mentor and Business Advisor, Stephanie Chung specializes in elite-level executive coaching and high-ticket sales training services. Backed by more than 25 years of industry experience including Team Management, Business Development and Sales Leadership, Stephanie counsels her clients on proven tactics and strategies that greatly increases effectiveness and substantially accelerates performance.

*Stephanie's coaching helped our sales people to see their strengths and weaknesses and adjust their styles with their personalities. It's shown in the numbers, as we've had two real turnarounds and an overall increase in productivity. **Today, we have 9 people selling more private jet services than 12 people did just two years ago.** - Alex Wilcox, JetSuite CEO*