



Rehash Program

For maximum results begin Rehash 24 hours after initial lead was run.

BENEFITS:

- This strongly encourages sales reps to follow and complete the entire Buy-Limbic sales system.
- Provides instant feedback for debrief and effective critique to improve rep's performance.
- Helps to ensure the details of sales call is fresh in the customer's mind helping to get more accurate information.
- Helps to improve the accuracy of your numbers by making sure your reps are reporting their results correctly.
- Reduces chance of negative online reviews.
- Increases chances of recovering lost business while the excitement and emotions that was created by the first sales call is still present.
- Reduces the chance of customers getting other estimates or losing interest.
- Shows a high level of customer service and attention to detail.
- Gives you a great opportunity get good feedback on how your phone room is performing.
- Eliminates the need for rep follow-up (which they are horrible at anyway)

COMPENSATION RECOMMENDATIONS (10 reps or more):

- Rehash Coordinator: Salary range \$500 to \$600 per week plus 2% of covered business
- Original Sales Rep: 2% of covered business
- Customer Service Rep: 4% of covered business

WHO SHOULD BE CALLED BY REHASH COORDINATOR:

- All demos with no sale
- All no demos
- All cancellations
- All bank rejects
- All sales (to welcome them and set expectations)