



**CoachingSales**  
.COM

## Get Off The Phones

How The Right Salesperson Boosts  
Revenues By \$1M+ Per Year

The CoachingSales.com Blueprint

By Mike Mark & John Wick



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A man with dark hair and a beard, wearing a white short-sleeved shirt with a colorful floral pattern and dark pants, is leaning against a light-colored brick wall in an alleyway. He is smiling and looking towards the camera. The alleyway is paved and has brick walls on both sides. The lighting is warm, suggesting late afternoon or early morning.

## 1. "The First Time I Built A Million-Dollar Business It Was a Total Fluke..."

*"This would be so much easier in person," I thought to myself as the Zoom meeting window loaded."*

He's waiting for me.

Headphones on, looking casual in a black v-neck tee. Green eyes glinting in the glow of the screen. A practiced poker-face I can't read.

If you saw him on the street, you wouldn't know he's personally responsible for tens of millions of dollars in sales.

Dude looks like a regular-ass white boy.

His name is Mike Mark, and he's the founder of CoachingSales.com. His company helps entrepreneurs get off the phone and build profitable, scalable sales teams.

We sat down for over an hour to talk about his successes and failures. First as a salesman, then as a sales manager, then as a sales consultant.

*"The first time I built a million-dollar business it was a total fluke. Literally happened by accident. I didn't know what the results would be at all. We had no goals or anything. The goal was just to sell a lot of shit."*

Mike was hired by the founder of gun.io, a tech company that placed talented software engineers on projects. Kind of like what CoachingSales.com does, but for software.

*"When I came in they were doing a hundred grand a year. Within 3 months, we hit a million-a-year run rate. 6 to 8 months after that, we hit \$2 million."*

Mike was so good at closing on the phone they were able to raise prices soon after he joined. But that didn't move the needle as much as what he did next.

*"Our initial positioning was something like 'we help you find badass developers to build your projects.' Which is fine, nothing wrong with that, but I noticed we'd get a lot of startups. I hate startups. People use the word 'startup' to hide the fact that they don't have a real fucking business. And if they ever say 'we're a startup' on a sales call, y'know, they're asking for a discount."*

They were solving "broke people problems." If you know anything about sales, this will sound familiar:

- Offer
- Audience
- Messaging

Of these 3, offer and audience are the most important. The wrong offer attracts the wrong audience, putting a damper on your ability to sell.

And the offer being “wrong” has a lot to do with your messaging, or how you present it.

Fortunately for the owner of gun.io, Mike was Woke enough to see the patterns and adjust accordingly.

Of course, being the only salesman taking calls helped. He was immersed in the voice of the market.

*“So we repositioned to 2nd-time entrepreneurs. People who’ve had an Exit and are on their second go-round. Where either the founder was technical or they had a co-founder who was technical.”*

It worked. The new leads clearly understood the value of gun.io’s offer and they were able to charge a lot more.

The reposition got them to \$1 million a year. After that it was just a matter of doubling-down on what worked. That got them to \$2 million.

*"So, as you progressed, how did you build their sales team?"*

*"I was the sales team."*

*"What?"*

*"I was the only salesman in the business."*

*"OK, so...how does that relate to what you do now... attracting and building sales teams?"*

My spidey-sense was tingling.

It's one thing to be a million-dollar closer. And another thing entirely to build a team of million-dollar closers.

*"That's the thing. Even though it was just me, even though I had no idea what I was doing while figuring it out...it's the core of our offer. We take entrepreneurs off the phone and add a million-a-year to their business. More important than that, I bought the founder time. Him not being on the phone meant he could work on the business, improve fulfillment, and grow the company."*

Fair enough, but that's still one time. Like he said, could be a fluke. A flash in the pan.

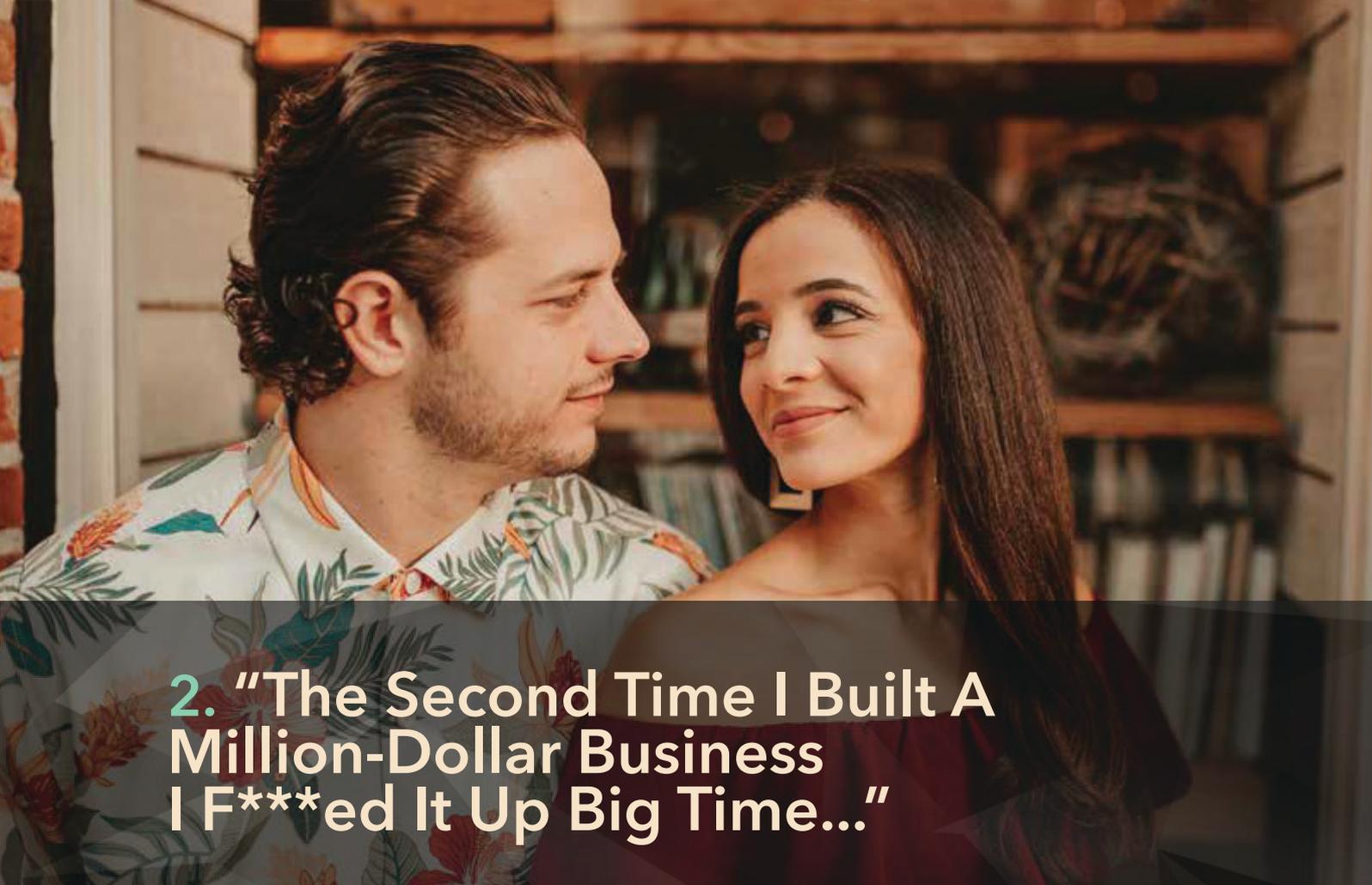
*"So, when was the first time you replicated this system in another business?"*

*"At Traffic and Funnels. We went from 80k to 500k MRR in 6 months. But I fucked that up, like, so bad. It was awful."*

**Next: The 2nd time Mike Mark built a million-dollar business**

### Sub-Text

1. Solving "broke people problems" attracts broke people to you
2. A million-dollar closer isn't the same as a million-dollar sales team
3. The greatest benefit of hiring a salesman is buying back your time



## 2. "The Second Time I Built A Million-Dollar Business I F\*\*\*ed It Up Big Time..."

The story so far:

- 1 Mike Mark helped gun.io get to \$1 million ARR in 3 months, then \$2 million ARR in the next 6 to 8
- 2 He did it by accident because when he came into the business they didn't have a plan beyond "sell a lot"
- 3 Repositioning gun.io's offer is what took the brakes off their revenue growth; they stopped attracting broke-ass "start ups"

I know Mike Mark can sell. I'm in his Psychology Of Persuasion Facebook group. I've watched him teach advanced selling techniques and break down negotiations word-by-word.

But that doesn't mean he knows how to build sales teams.

Sometimes the best players make the worst coaches. Tiger Woods is the best in the world at swinging a golf club. He isn't the best in the world at teaching people how to swing golf clubs. It was David Leadbetter who taught Tiger Woods his game.

*“When was the first time you replicated your sales system successfully?”*

*“At Traffic And Funnels. Taylor Welch saw what I was doing, helping founders get off the phones, and reached out to me. He was like, ‘Yo, help us build our sales team.’ So, I flew out to Nashville for their company off-site and we planned the next year.”*

First order of business: get Taylor off the phone.

So, Mike started taking calls and bought back Taylor’s time. At that point, it’s instinctual. But then something happened that brought their progress to a screeching halt.

*“My next task was to systematize, delegate, and build the entire sales team. I had to build the CRM, all the sales management processes, all that. I also had to recruit, train, and manage the sales reps. And I fucked that up, like, so bad. I think I blew out, like, four or five reps. Hired them and...I made them worse.”*

Mike had no idea how to hire, train, or manage sales reps. Being a good closer was of no use to him. They’re completely different skill-sets.

His first mistake: they weren’t using data in their hiring process. He was hiring sales reps based on gut feel.

*“I was like, yeah, this guy feels like a good guy. Let’s bring him in. I see this problem with a lot of our clients. Gut-feel hiring as opposed to data-based hiring.”*

His second mistake: he wasn’t talking to enough prospective hires.

*“Another big thing was we had no pipeline of hiring prospects. Now, at CoachingSales.com, we’re talking to 200 salesmen a week to find 4 or 5 who are a good fit.”*

What most people do is talk to 4 or 5 reps, pick one that seems like a good fit, and try them out for 60 to 90 days. And if the rep doesn't work out they've lost an entire quarter. They'll repeat that cycle 3, 4, or 5 times.

*"I lost 9 months of my life doing that. Hiring someone and training them to a point where they show promise. Then they underperform. That's the worst part. It's like 'God, they're so close!' you know?"*

*"And then you get sunk cost bias because you've invested so much time and money into them. So, you think they're going to turn the corner if you just invest a little bit more. But they don't, because they were a dud to begin with."*

*"Surely, he can't be that bad at teaching," I wonder to myself.*

Turns out it wasn't what he was teaching, but the way he was doing it.

You see, if you take a good person and put them in a broken process, you end up with a broken person.

Many a good salesman has quit or been fired because the entrepreneur didn't know their system was broken. Instead of trying to fix the system, they try to shove, squeeze, and stomp the reps through. Then scratch their heads wondering why a pile of useless mush comes out the other end.

*"We put them through a training process that was way over-complicated. We were listening to every single call. Coaching them all day, every day. Correcting and correcting. After weeks of this, the rep wouldn't trust their instincts anymore. And they'd get on calls with a complete lack of certainty and confidence. They wouldn't even trust themselves to tie their own shoes. And it was all because of our broken process."*

*"And then you have to cut the reps loose because they're useless to you at this point. Now, you're like 'Oh no, not again!' because you have to go back to taking calls all day. And you lose hope because you realize all revenue generation depends on you."*

So, how did Mike manage to turn it around?

*“When we first got to 500k a month, I was pulling 200k on my own. But eventually we got to a point where we could do 500k without me taking any calls.”*

*“How I salvaged it was by stripping down the entire training process, allowing the reps to learn more based on their own judgement. And I spent a lot more time convincing the reps to trust their instincts and their judgement.”*

This was a total 180 compared to what he was doing before.

By listening to and critiquing every call he was communicating to the reps he didn't trust their judgement. That they didn't have sound judgement. So they wouldn't exercise it on calls for fear they'd fail.

Instead, Mike stripped down the training to focus on the emotional journey of the sale. It's something he calls the Hollywood Sales Method (more on that later.)

It worked.

Within 30 days, the performance of the team stabilized. And 60 to 90 days after that, Mike didn't have to take calls anymore. He was fully removed from the situation.

That turned out to be both a negative and a positive for Mike. Because once you've built a self-sustaining system that can operate without you, you aren't needed anymore.

*“So, did you move on from Traffic and Funnels immediately after that or a while later?”*

*“Yeah, I left right after that.”*

*“Why?”*

*“Because I'm entrepreneurial by nature. Love the guys and still send them referrals often. But I just wanted to be the captain of my own ship.”*

*"So, between then and now, when did CoachingSales.com form up?"*

...

*Next: The 3rd time Mike Mark built a million-dollar business*

Sub-text:

1. Hire based on data, not your gut feel
2. Just like a sales pipeline, you need to have a hiring pipeline to grow your sales team
3. If you put a good salesman into a broken system, you'll end up with a broken salesman



### 3. "The Third Time I Built A Million-Dollar Business, CoachingSales.com Was Born..."

The story so far:

1. Mike helped Traffic and Funnels go from 80k MRR to 500k MRR in 6 months.
2. He was terrible at hiring, training and managing sales reps. He ended up ruining 4 or 5 of them, and was responsible for 40% of the company's revenue generated (a terrible place to be in if your job is to be the sales manager)
3. Only by stripping down their training system and coaching the reps to trust their instincts and apply their own judgement, did he manage to turn the team around and remove himself from sales calls

Mike Mark has had an eventful year since leaving Traffic And Funnels:

- Helped 25 businesses hit million-dollar run rates.
- Helped High Ticket Coaching Academy bring in a sales rep who is closing \$200K+ per month.
- Worked with six 8-figure coaching businesses
- Helped Tyler Narducci go from nothing to \$70K per month in 60 days
- Helped Mark Coulter go from zero to \$100k per month in 60 days
- Helped Joel Kaplan's sales team hit \$100k per month in our first month of training them

It's safe to say he's well beyond the fluke stage of gun.io, and the good-player-turned-awful-coach stage of Traffic and Funnels.

The only way someone can have results like this is if they've turned their skills into a system. One that can be taught, replicated, and scaled.

So, what's the secret sauce?

Mike calls it ATM (like the cash machine):

- Attraction
- Training
- Management

And his system has helped over a dozen entrepreneurs finally get off the phones, buy back their time, and make enough space to breathe.

It's also had some unintended side-effects.

*"Yo, did you see [redacted]'s post in the [redacted] Facebook group? He's like we'll do this, this, and this for you...and it's exactly your offer, word-for-word. I thought it was pretty funny."*

*"Oh yeah, people jack our shit all the time, dude. It's so consistent. Attacks on all fronts. [redacted] just posted a similar thing in his Facebook group too."*

*"We get competitors hitting us up in DMs, talking about 'Hey man, let's collaborate. I see a lot of synergies between what our companies are doing.' And I'm like, 'Yeah, right. Synergy. Sure.'"*

*"Or we'll get people get on calls with us, 'fake' trying to work with us, when what they're really trying to do is reverse-engineer or offer. So obvious. So we tell them a bunch of fake shit. And they're gonna go and try it and it'll blow up in their faces. It's part of the reason why we deliver offers over the phone - to protect it and increase their longevity in the market. But yeah, I guess it's a good sign."*

It certainly is.

What Mike has going for him, though, is the CoachingSales.com offer is based on his journey - from salesman to sales manager to sales consultant - and solving his own problems.

What Mike has going for him, though, is the CoachingSales.com offer is based on his journey - from salesman to sales manager to sales consultant - and solving his own problems.

This puts him in a unique position - he's been both inside looking out and outside looking in - over his competitors, who are trying to solve a problem in the market they haven't really solved for themselves.

*“So, let’s dig a little deeper into the salesman attraction process. I mean, don’t want you to give away all your secrets. But you gotta give the people something other than ‘talk to a shitton of prospects.’”*

*“Ok, yeah, let’s get into that...”*

*Next: How Mike Mark finds his clients four proven 7-figure closers in under 7 days, without fail*

Sub-text:

1. The market is dynamic and your offer doesn’t exist in a vacuum
2. Competitors are going to do everything they can to take you out
3. You need to do everything you can to protect your offer

A photograph of a man and a woman sitting at a table in a restaurant. The woman has long dark hair and is wearing a red top and large square earrings. The man is wearing a white shirt with a colorful floral pattern. They are both smiling and looking at each other.

## 4. How To Attract Million-Dollar Closers That Are A Perfect Fit For your Company...

The story so far:

1. Mike Mark has dialed in his system of attracting, training, and managing sales teams
2. Over the past year, CoachingSales.com has worked with over a dozen business, 9 adding over \$1 million to their run rates

The CoachingSales.com value proposition is, *"We'll introduce you to 4 proven 7-figure closers in 7 days, or your money back."*

That's a hell of a promise. I'm inclined to call bullshit. I let the thought pass.

Instead, I ask him how he does it.

*"The truth is, it's just math. Simple funnel math. And that ultimately turns into a problem. Because the business owner doesn't have the time or patience to do it. I mean, I'm counting on them not wanting to do it. That's my entire business model."*

*"We're talking to 200+ people at a time. Out of those 200, we'll get on the phone with, say, 75 to 100. Out of the candidates we talk to on the phone, we'll put 20 to 25 through an assessment. Based on the results of the assessment, we shortlist 2 to 4 candidates."*

*"That's all it is. You have to talk to enough people at the top of the hiring funnel to end up with the right people at the bottom. And then, it's also a matter of consistency. It's like running your ads. You don't stop running ads. You keep them going and optimize as you go."*

Hmm...that's a lot different to what I see entrepreneurs doing.

Usually they'll post a job ad in a Facebook group, get a ton of comments saying, "DM'd you," and end up overwhelmed.

No way to vet them. No process to qualify them. Just get on the phone and hire someone based on "gut feel" (remember, that's a no-no.)

*"Yeah, the first time around, they have no fucking clue what they're doing. They think they do, but they don't. Building a sales team is a really complex problem to solve. It might be the most complex problem I've ever solved."*

*"And unless they've done it before, the entrepreneur doesn't have the knowledge to do it themselves. They're just like me, except I got lucky my first two times. And the odds of them getting that lucky are really low."*

Okay, so they're running a "million-dollar closer attraction system" at scale. And that's getting them a ton of volume at the top of the hiring funnel. Enough to allow them to be picky and only shortlist the best of the best.

Mike must be running a shitton of ads to do this.

*"Well, yes and no. The thing is, when we run this attraction system at scale, we have a lot of people come to us by word of mouth. You know, 'cause real recognize real.."*



## 5. How To Turn Talented Salesmen Into Million-Dollar Closers...

The story so far:

1. Mike Mark's 'closer attraction system' lets him talk to 200+ candidates at a time before shortlisting the best 2 to 4 for his clients
2. His competitors and clients don't have the economies of scale to attract the quantity and quality of sales reps that he does

A salesman may be superb at closing, but you can't just put them on an offer and expect them to perform.

If it's a new offer in a new market, they need training to be able to talk to prospects well-enough to diagnose problems, present the offer, and overcome objections.

And the natural instinct of the business owner is to overtrain sales reps.

*"You have to understand, the entrepreneur is thinking, 'My business depends on this guy making sales. I'm paying a lot of money for these leads. I need to make sure they're closing. So, I'm going to do everything in my power to get them to close.'"*

*"I don't know why the gun.io owner didn't train me at all, but it was awesome. I was lucky, I guess. He gave me zero training. He just kind of explained what the product was, who the market was, and that was it. He handed me a thread and I pulled on it. Did my own research. Listened to the market and my instincts. And so, it was super easy to sell them."*

In fact, it was this experience that inspired Mike to create the training system CoachingSales.com uses. They call it "Ramp Up And Calibration."

*"Alright, so, when you're training the closers, how do you walk the tightrope of overtraining vs. undertraining?"*

*"Yeah, in the ramp up phase, what they need to understand is the product they're selling and the emotional journey of the sale. And so, they need to be able to speak the language of the market, understand the product's USP, and go through enough success stories to believe in the product."*

*"The journey of the sales is something I call the Hollywood Sales Method. It's based on the idea of a 3-act play/film. And if you look at any sales call, especially inbound ones, they all follow the same 3-act structure."*

*"The first act is uncovering the lead's problem, pain or desire. The second act is presenting your offer. The third act is overcoming resistance to the sale."*

Mike goes on to teach me a concept he read in Breakthrough Advertising:  $\text{Desire} \times \text{Belief} = \text{Conviction}$

*"The job of uncovering the problem is to create desire. The job of presenting the offer is to create belief. And then, what's going to happen is they're going to want it but there will be some normal feelings that come up. Like, for example, whenever you make a big change or commitment, it's normal to be nervous."*

*“So, the job of overcoming resistance is to intensify that belief until the prospect reaches a point of conviction. That’s when they buy. And the way you do this is by helping them label their feelings, process them, and guide them through the steps of making a decision.”*

According to Mike, this foundational phase takes anywhere from 30 to 45 days. After this, they move on to the calibration phase.

*“That’s when we get into the more advanced stuff. Like language patterns, conversational hypnosis, how to follow up, specific objection handling techniques, and so on. We also go into more detail on selling to different personalities and levels of buyer sophistication. We want the reps treating each person differently based on the way they process information.”*

*“The easiest way to describe it is the first phase is about locking in your script and presentation. The second phase is about knowing how to deviate from that intelligently. To put it another way, first you learn the rules. Then, you learn how to break the rules.”*

Check. That covers training a salesman. But what about managing a team of them?

Mike messed up the first time he tried to do it at Traffic and Funnels. And they wasted 9 months - damn near an entire year - until he got his shit together. So, what’s he doing different now - besides not overtraining sales reps - to make sure his team and his clients’ are performing well?

*“To be honest, management or being a sales manager is something you kind of have to worry about even before you hire. To give you an example, here’s the most common mistake I see people making...”*

Next: How Mike Mark overcame the “Player-Coach” paradox

Sub-text:

1. When breaking-in salesmen, only train them on the product, the market, and the emotional journey of the sale.
2. Once they’ve locked in their presentation, you can calibrate and optimize
3. You must master the rules to earn the right to break them



## 6. Managing Sales Teams: How To Overcome the Player-Coach Paradox...

The story so far:

1. Using a Ramp Up and Calibration system, Mike Mark is able to turn talented salesmen into million-dollar closers
2. The Hollywood Sales Method Mike uses gives the reps enough context about the offer and market to get on calls immediately.
3. The advanced techniques taught in the calibration phase give the rep the control and confidence to 'break script' at-will

How is an entrepreneur supposed to manage a sales team on top of all the other stuff he's doing?

I mean, if we're talking about the client profile CoachingSales.com cut their teeth on...they're busy. They're involved in client fulfillment. Maybe they're handling the ads. They're managing employees. They're taking sales calls.

And on top of all this, they have to recruit, train, and manage, salesmen? Nah. Their bandwidth is already used up.

*“That’s sort of where we come in. We’ve already been through this shit and solved this problem. We’ve already systematized it. The big thing to consider here is the economics of scaling a sales team.”*

A sales manager typically makes \$180,000 a year on the low end. \$200k to \$250k is the mid range. \$300 to \$400k is the upper range. And they typically take 5 percent of gross sales.

*“The problem is, at the stage most of our clients are at, they can’t get a good sales manager. Even though they really do need one. So, what happens is they become the sales manager themselves. Bad move.”*

*“One of the most common mistakes I see - and it’s something I made myself - is being a Player-Coach. I was a player-coach at Traffic and Funnels and it was the stupidest fucking thing I did. Ever. It always backfires.”*

The problem with being a player-coach lies in the dichotomy of being a salesman and sales manager at the same time. A salesman’s job is to be selfish. He has to ignore everything except closing deals. His job is to block off his time so anything that isn’t a deal barely even registers.

A sales manager, on the other hand, is supposed to be the opposite. Totally selfless. All his time is to be devoted to his team.

*“Salesmen are emotional creatures. They’re not like a normal employee. Sales is not a normal job. So, they’re headcases. They’re up, then they’re down, they’ve got shit going on in their lives that’s contaminating their calls. They might have a string of bad calls and next thing you know you’re yanking them off a bar stool and calling them an uber home.”*

The sales manager’s role is to take care of the team. To make sure they have all the resources they need and remove any obstacles in their lives. Anything that prevents them from focusing on performing consistently on calls.

*"It's almost impossible to be both a salesman and a sales manager. You can try, but you'll just end up doing a shitty job at both. Even the goals aren't aligned. A salesman's goal is to maximize his closing percentage and cash per call. A sales manager's job is to maximize his team's closing percentage and the cash per call. Or something like percentage of salesmen within KPIs. That's the metric we've found works best."*

I wonder whether that's even within the capacity of the average entrepreneur. So many are enamored with this idea of making money while chilling on the beach. You know, the whole digital nomad, solopreneur schtick. It's a goddamn meme at this point.

But at the end of the day, if they want to scale or build a business of any significance, they need to hire, train, and manage a team.

*"Teams only work when you have trust. And for trust to happen, there needs to be consistency. Working in a small business is a risky proposition. Your salesmen are taking a big risk coming to work for you."*

*"They could go work at Disneyland or a Marriott somewhere. And as long as they don't show up to work drunk or something egregious, they'll always have a job. Hell, even if they show up drunk. Back in the day, I was a bellman at a Hilton and one of our guys was always coming in wasted. They'd just send his drunk ass home and he'd come back the next day and still have his job."*

It's true. Your employees are betting on you when they come to work for you. They're betting you're going to be around for a while. And if you can't be consistent, they won't be able to do their best work for you. You ever worked in a company that had a really bad quarter? Or one that's just gone through a merger/acquisition?

The rumor-mill starts to churn. People expect layoffs. Morale is in the shitter. What do you think is the productivity of a workplace like that? That's what happened at the last company I worked at.

*"If I don't feel safe as a team member, I'm not going to be focusing on work. I'm going to be working on my exit. At that point it's just a cash grab before I'm on to the next thing."*

*"And so a big part of managing a team is giving them clarity. Clarity in numbers. Clarity in expectations. Clarity in your company's mission. Repeating the principles you're operating your business by over and over until your team believes in it. So much so, you don't need to manage them anymore. They just get after it."*

*"This is stuff business owners just don't think about when hiring, especially at the size where we work with them. I know, because it happened to me when I first tried to build the CoachingSales.com team."*

Mike had a hard time hiring the right people. Instead of delegating tasks and freeing up his time, adding headcount only doubled his workload.

*"It was so bad. The 'team' was miserable. And I kept getting more and more pissed off because I've hired these people but I'm still making decisions and shit's not getting done."*

*"Now, we work a lot differently. Everyone owns outcomes. They own projects and they do it and I don't even need to ask. Like my guys Cody and Moose. I hired them for a task, and they've gone far above and beyond what I expected. I actually have to tell them to stop working and go chill, because they'll work on weekends."*

That's the whole point of business owners hiring a team in the first place, isn't it? To get all that noise out of their brains so they can think clearly.

It's a little like music. If you want music to be loud and clear, you have to remove unnecessary frequencies. When your mind is scattered and you're thinking about a million different things, you can't be as powerful in your leadership.

*"Good hires remove noise. Bad hires create more noise. And a lot of that goes back to the entrepreneur's management principles, and his processes of hiring and training team members. And then designing a structure where his people know, 'Okay. There's consistency in this place. I feel safe. I have a clear outcome. I can make this happen.'"*

So. At this point, it's clear to me that Mike has this whole "hire closers, train them, and manage them until they're totally beast mode" thing figured out. But what does this look like in practice?

*"Oh yeah, that's really quite straightforward..."*

Next: Want Mike Mark to build your million-dollar sales team?

Sub-text:

1. Being a player-coach always backfires. You can't be a salesman and sales manager at the same time. The job roles and objectives are polar opposites.
2. Entrepreneurs really need sales managers, but it often doesn't make financial sense to hire one when you first start building a sales team
3. For a team to perform optimally, they need trust. And the best way to build trust is with consistency and clarity. Team members need to feel safe so they can focus on doing their job to the best of their ability

A man with dark hair and a beard, wearing a white shirt with a vibrant floral pattern, is looking out of a window. The background shows a brick wall and some greenery outside. The lighting is warm and natural, suggesting daytime.

## 7. How Mike Mark Can Help You Build Your Own Million-Dollar Sales Team...

The story so far:

1. Mike Mark and CoachingSales.com have built 25 million-dollar run-rate businesses, and several more to multiple 6-figures
2. CoachingSales.com finds the talent, trains them, and manages them, acting as a fractional Sales Manager

If you've read this far, congratulations. You're a perfect fit to work with CoachingSales.com (OR you're one of its competitors, trying to copy their offer.)

In either case, well done.

Let's assume you're ready to take action and sign on to work with CoachingSales.com today.

How would that work?

*“Oh yeah, that’s really quite straightforward. All they have to do is get on a call with us to see if we’re a good fit to help them. Shouldn’t take more than 30, 45 minutes tops. Then, if we think we can help them, we’ll present our offer and help them make a decision.”*

[Click here to apply for your complimentary consultation today.](#)

Look, I’ve never been a client of CoachingSales.com, so I can’t tell you what the experience is like client side. I’ve only seen them post their wins in the client Facebook group.

But for what it’s worth, I’ve worked with Mike and his team for a while now. And I can tell you quite confidently: they’re legit.

So, if you’re an entrepreneur who’s drowning in sales calls...

- Your entire week booked out
- No time to eat
- No time to pee
- Barely see your spouse or kids
- Eating like crap
- Skipping workouts
- Getting “fluffy” around the midsection...

You know it doesn’t have to be that way.

You owe it to yourself and your family to at least get on the phone with Mike’s team...

[And hear about a better way.](#)

You’ve made it this far. You have nothing to lose.

*“Be seeing you.” - John Wick*