

## Training Tools

designed by

Barbara Marchetti of Preferred Resource Group Inc./ Preferred Partnership

Order Now...

Tools	Product #	Price List
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**ON AUDIO: "Implement Stringent Quality Assurance Standards" 1/97**

**QCAUD001 (Cassettes I & II)**

**\$39.00**

S/H 3.80

Implement Stringent Quality Assurance standards in the screening, interviewing, and selection of your field employees (*temporary/contract employees*) so that your "seal of approval" helps to minimize defects on assignment.

**ON AUDIO: "Leading your business into the year 2000" 12/96**

**QCAUD002 (Cassettes I & II)**

**\$39.00**

S/H 3.80

Leading your business into the year 2000: *Shifting Paradigms - from temp/direct company to business that customizes productivity solutions. Are you order driven or business driven? Your company's future could depend on your ability to shift your paradigm.*

**ON AUDIO: "OVERCOMING OBJECTIONS" :**

**OOAUD003**

**\$39.00**

S/H 3.80

**Designed  
specifically  
for the  
staffing  
industry!**

- User - friendly format
- Real-time dialogue
- Appropriate for all product lines
- Utilizing "consultative" vs. "sales" approach
- Created by Barbara Marchetti of Preferred Partnership
- Professionally produced

**ON VIDEO: Maximizing Account Development (#V001)**

**\$289.00**

Become *Business Driven* rather than *Order Driven*

S/H 5.55

Covers topics such as account analysis, strategic reasons to go back and *sell*

Volumes I & II with 4 workbooks

**Additional Workbooks (#VWB001)**

**\$20.00 / dozen**

S/H 3.80

**Laminate Cards:**

**Gross Margin Formula Calculations (#LCGM01)** \$ 25.00 /dozen  
 Quick, easy to follow reference cards. S/H 3.80

*If you know the pay and bill, what is the gross margin?  
 If you know the pay, and want to achieve a certain GM, how do you calculate the bill rate?  
 If you have to bill a certain rate, wish to achieve a certain GM, how do you calculate the pay?  
 How to convert mark-up to margin.*

Teach your staff the benefit of calculating and understanding gross margins. Stay away from markups—let your customers know that your rates are *formula driven*.

**When in doubt...DON'T placement checklist (#LCOPS01)** \$ 25.00/ dozen  
 Serves as a constant reminder to operations staff as to the essential criteria needed to review prior to making the right placement. (Get it right the first time!) S/H 3.80

**Handbooks:**

**OVERCOME OBJECTIONS! (#HBPAC01)** \$ 31.00 /dozen  
 by utilizing *P.A.C.M.A.N.* S/H 3.80

This easy reference guide lists the most frequently heard objections and the best responses to those objections. Preferred Partnership customers have benefited from this tool for over 3 years and keep requesting more *P.A.C.M.A.N.* books!

**Interview/Order Taking Handbook (#HBINTV01)** \$ 18.00 each  
 (for clerical, light industrial positions) S/H 3.80

**Workbook includes:** ✓ Prescreening dialogues (*telling an applicant "no"*)  
 ✓ Interview questions by skill set  
 ✓ Interview and Orientation checklists

The interview questions by skill set are designed to be used not only for interviewing, but when taking a job order. Enhance your staff's skills by being not only a premier interviewer but a premier service provider as well!

**Interview Process/Questions for: (#HBINTV02)** \$38.00 each  
 ✓ Operations (Staffing Specialists, Corporate Recruiters) S/H 3.80  
 ✓ Managers  
 ✓ Sales

Includes format for:  
 ✓ Creating results oriented job descriptions  
 ✓ Creating expectation/contribution blueprint  
 ✓ Simulation agendas

**Pricing Manual** \$110.00  
 Extensive workbook on utilizing various pricing formulas and Formats S/H 3.80

**Productivity Tracking** \$65.00  
 Quality control/quality assurance tracking formats (on disk) S/H 3.80

**ORDER FORM**  
 Payment must accompany order.

Company Name: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Ship to address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip \_\_\_\_\_

Attention: \_\_\_\_\_

Bill to address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip \_\_\_\_\_

Attention: \_\_\_\_\_

Telephone (\_\_\_\_) \_\_\_\_\_ FAX(\_\_\_\_) \_\_\_\_\_

Product #	Quantity	x	Price Per Unit	S/H**	Subtotal
<b>TOTAL:</b>					_____

**\*\*For all international orders please call ahead for shipping/handling charges.**

Please remit to:  
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