



## 3-Questions you should ask yourself before taking any Sales Position

### 1) Is the product or service I'm presenting sellable?

A good salesperson can sell anything, but the truth is, some products/services are easier to sell than others.

### 2) Are the commissions being offered favorable to me?

You might have the hottest product/service in the world to sell but if your company doesn't compensate you properly for your efforts, you are simply wasting your time as a glorified order-taker.

### 3) Finally, is there a large enough marketplace with continuous sales opportunities?

Ask yourself, how large is the market I will be selling to? Are there opportunities to sell other products or services to the same customer or is this a "One and Done" product/service?

Your time is valuable. It can take a lot of time and effort to land a new customer, so it is a huge benefit to have 2<sup>nd</sup> and 3<sup>rd</sup> chance sales opportunities with the same customer.

**RAI Media checks all 3 boxes.**

**Is our product sellable?** Yes, every business on the planet can use our services.

**Is our commission structure favorable?** They are and RAI offers the highest in the industry. I challenge you to find another sales position inside or out of our industry offering as competitive of a commission structure.

**Are there large enough markets and continued opportunities?** Every business needs to advertise and market themselves whether they know it or not. There's no telling how much money any given customer will spend doing it. RAI Media has several marketing services available and with year-round demand for promotional marketing, sales opportunities are endless.

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