



Sales Onboarding

What to do when it's not working

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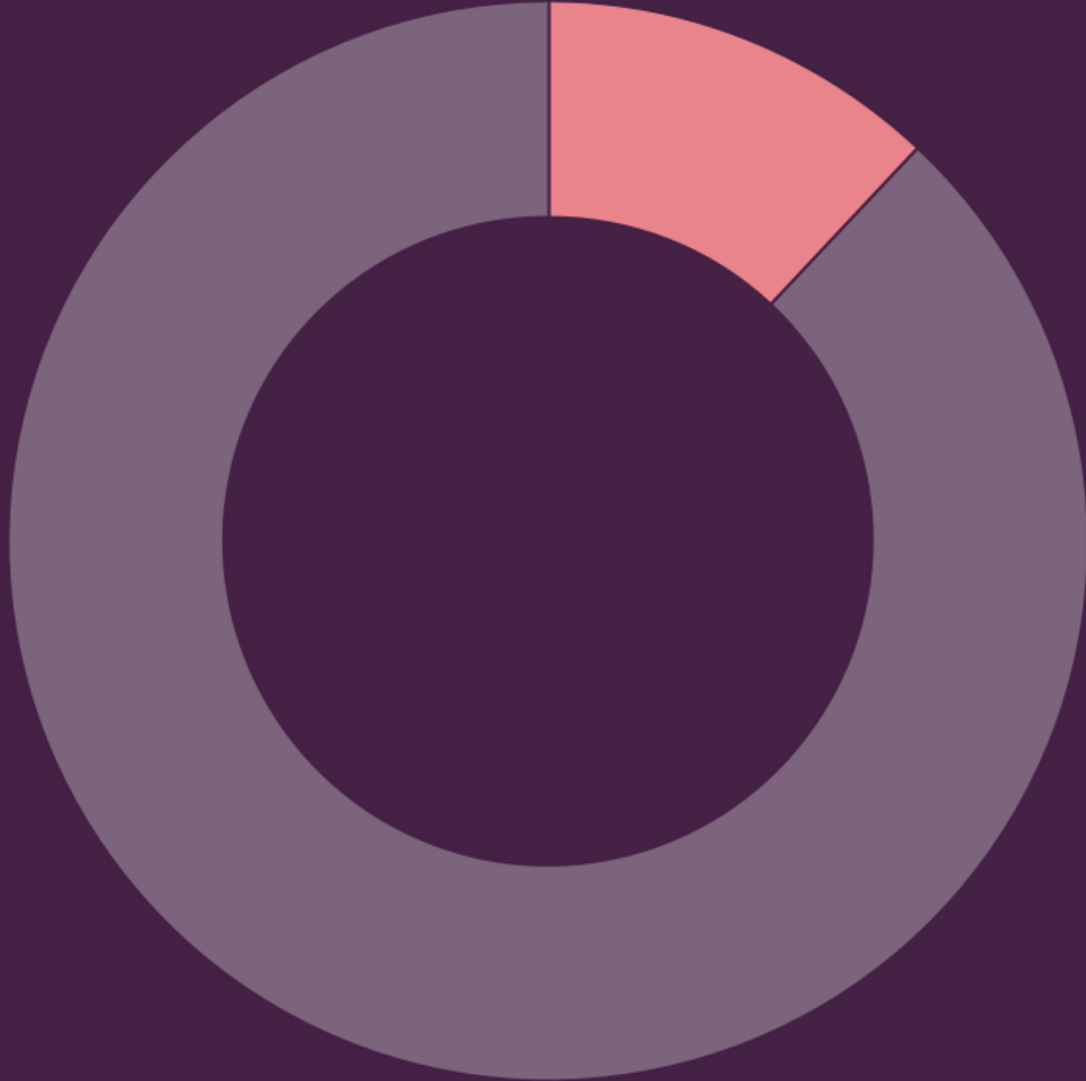
Bob Bristol, Sales Enablement Manager
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Today's Speakers



**A strong onboarding process
improves new hire retention by 82%
and productivity by over 70%.**

Research by Brandon Hall Group



12%

Only 12% of employees strongly agree their organization does a great job of onboarding new employees.

Research by Gallup



83%

Of employers use an employee onboarding solution to help manage and execute the process.

Research by The Talent Board



5 to 8 months for a newly hired employee to reach full productivity.

Research by Human Panel

Key Takeaways

Take advantage of these free resources



Check your email for our
Blueprint for Better Sales
Onboarding **whitepaper**



Read our **blog post**
about training sales leaders,
linked in the chat



Thank you

Get in touch with us

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