

# COACHING, TRAINING & SPEAKING



**Kelly Mallozzi**  
SUCCESS IN PRINT

## SALES ENABLEMENT AUDITS - \$1500

A Sales Enablement Audit evaluates customer-facing strategies, reviewing your website, social media, and sales process to identify strengths, gaps, and opportunities. It focuses on usability, messaging, lead generation, engagement, content alignment, and modern buyer expectations. This holistic analysis optimizes digital and sales efforts to enhance customer experience and drive revenue growth.

## FIND, HELP HIRE, ONBOARD & COACH A NEW SALESPERSON - \$10,000

This engagement provides end-to-end support for hiring and integrating a high-performing sales representative. It begins with a consultation to define the role and create a compelling job description tailored to attract top talent. The process includes candidate screening through initial interviews to ensure qualifications, cultural fit, and sales aptitude.

After selecting the ideal candidate, seamless onboarding is facilitated with training, clear expectations, and performance metrics. Additionally, three months of post-hire coaching focus on pipeline management, relationship-building, and overcoming business-specific challenges, supported by regular progress check-ins. This comprehensive approach ensures the new hire is equipped to drive immediate impact, align with team goals, and foster long-term growth, maximizing your investment in sales talent.

## COACHING, MENTORING & ADVISING ON SALES, MARKETING OR LEADERSHIP PRICE IS ALWAYS CUSTOMIZED

These specialized coaching engagements empower leaders, professionals in sales, and marketing teams to achieve peak performance. For sales professionals, the focus is on refining communication, prospecting strategies, building trust and establishing thought leadership. Marketing coaching emphasizes innovative approaches to branding, content creation, and digital outreach that resonate with target audiences. Leadership coaching develops critical skills such as team management, strategic planning, and navigating industry challenges. With personalized guidance and actionable strategies, participants gain the confidence and tools to drive results and adapt to the evolving landscape of the print industry.



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