

Solving the **OCCUPANCY PUZZLE**



Here's How!

SALES DIRECTOR VACANCY

- Virtual Sales Specialist
- On-site Sales Specialist
- Recruiting Services

LOW CONVERSIONS

- Virtual Sales Specialist
- SWOT
- Sales Training

"TOUGH MARKET"

- SWOT
- Sales Training
- Marketing Plan Development

TOO MANY VENDORS/ CONFUSING INFORMATION

- Occupancy Coach

REGIONAL ACCOUNTABILITY

- Master Class Training

LACK OF SALES ROAD MAP & SALES PROCESS

- Grow Playbook Development

LACK OF LEADS OR QUALIFIED LEADS

- TOPA
- SWOT
- Marketing Plan Development
- Occupancy Coach

OPERATIONAL ISSUES EFFECTING OCCUPANCY

- Operational & Quality Assurance Audit
- Operational Consultant

NEW DEVELOPMENT & SLOW LEASE UP

- Proformas
- New Development Specialist (6 months)
- SWOT
- Occupancy Coach
- Sales Coaching

LOW LEAD VOLUME

- Digital Marketing
- Occupancy Coach Conversion Tool
- Marketing & Outreach Development

**OCCUPANCY
GAP & MISSING
PIECES**



**Support your valued team leaders
by providing this AND MORE!**

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