

Case Study:
Sheree Jordan
Grow Your Occupancy Onsite Sales Specialist

IL/AL/MC community in Texas

55-day onsite assignment:

- ◇ 64 tours
- ◇ 8 deposits
- ◇ 8 total move ins
- ◇ Occupancy increased from 42.4% to 48.5%
- ◇ **980% ROI on OSS investment***
- ◇ Sales activities completed:
 - ◇ 888 call outs
 - ◇ 559 connected calls
 - ◇ 303 messages left
 - ◇ 4073 emails and texts sent
 - ◇ 143 CRM past-due tasks / no next step completed
 - ◇ 16 minute average speed to the lead

**Based on \$6000 average rent over a 12 month stay.*

"I truly enjoyed being a part of the team at this community! The leadership team were great to work with, the residents love living there and their happiness and testimonies made a direct impact on the 8 move-ins I closed while I was there!"



– Sheree Jordan
Onsite Sales Specialist

"You're my quarterback."

– Joanne C.
Community Sales Specialist

About Grow Your Occupancy Onsite Sales Specialists

Does your team need the ultimate sales boost?

Our Onsite Sales Specialist is laser-focused on one outcome: driving sales and increasing move-ins.

It's a perfect solution for senior living communities:

- ◇ Without a sales director
- ◇ In lease-up and in need of an extra sales boost
- ◇ With a new sales director who needs short-term mentoring
- ◇ Needing an outreach boost to improve external business development

Serving as the on-the-ground sales leader or supplemental sales support, this role is 100% sales-focused. All key performance indicators (KPIs) tied to occupancy growth are tracked, measured, and supported based on the needs of the community.

Our OSS not only leads the sales process from inquiry through close but also coaches and elevates the onsite team when appropriate—creating momentum that lasts. Contract with our proven senior living community sales experts and see sales and move-ins grow.

Learn more at growyouroccupancy.com/senior-living-onsite-sales-specialists/

Connect with us: 877-GROW-OCC • success@growyouroccupancy.com