

SECURITY CONNECTED.

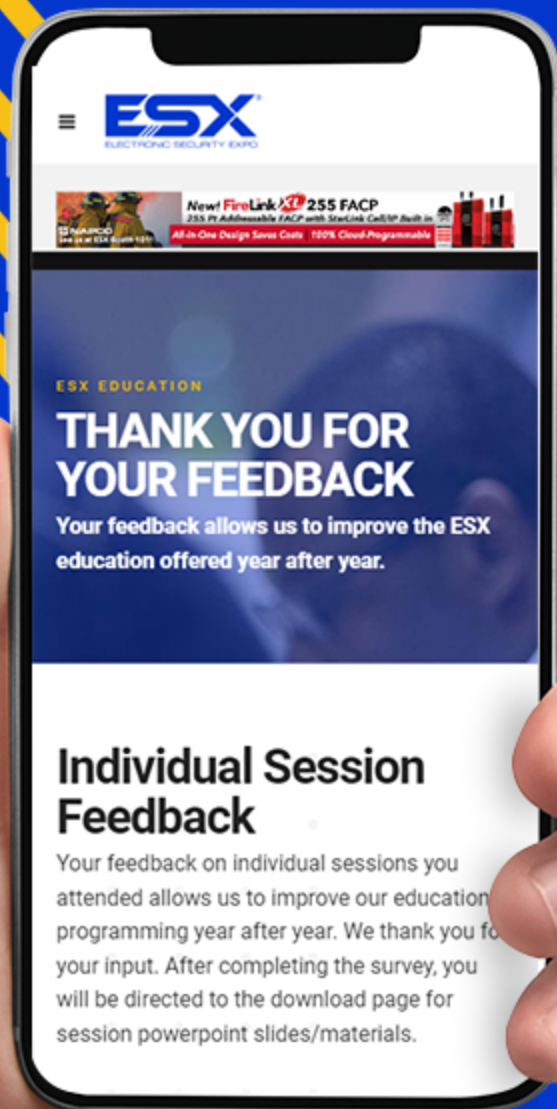


ELECTRONIC SECURITY EXPO

**SALES TRACK | RMR FOCUS**

**DRIVING HIGHER RMR ON EVERY SALE**

# ESX **FEEBACK**



1

**ANSWER 5  
QUESTIONS  
ABOUT THIS  
SESSION**

2

**GAIN  
ACCESS  
TO THE PPT  
SLIDES**

3

**BE ENTERED  
TO WIN A  
\$100 GIFT  
CARD**

**3 GIFT CARDS (\$100 EACH) AVAILABLE FOR SURVEY RESPONDENT RAFFLES**

**WINNERS WILL BE NOTIFIED THROUGH THE ESX APP**

**SECURITY EXPO. SECURITY CONNECTED. ELECTRONIC SECURITY EXPO. SECURITY CONNECTED.**



**THE ELECTRONIC  
SECURITY EXPO IS  
OWNED BY:**

**ESA** ELECTRONIC  
SECURITY  
ASSOCIATION®

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# prima

by NAPCO

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**#ESX2023**  
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**DRIVING HIGHER RMR ON EVERY SALE | SALES TRACK | RMR FOCUS | ESX 2023**

# **COURSE OBJECTIVES:**

## **Driving Higher RMR on Every Sale**

- How to develop a culture of RMR
- The best practices that promote RMR for sales and technical staff – training, compensating, measuring, and accountability
- How to determine the right goals to set and measure
- The value of providing value-added services while selling RMR

# MEET THE SPEAKERS



**QUENTIN  
GUNTHER**

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**PREMIER SECURITY  
DEALER PROGRAM  
LEADER  
RESIDEO**



**JAMIE  
VOS**

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**PRESIDENT  
SECURITY SOLUTIONS  
NORTHWEST**



**MIKE  
WILLIAMS**

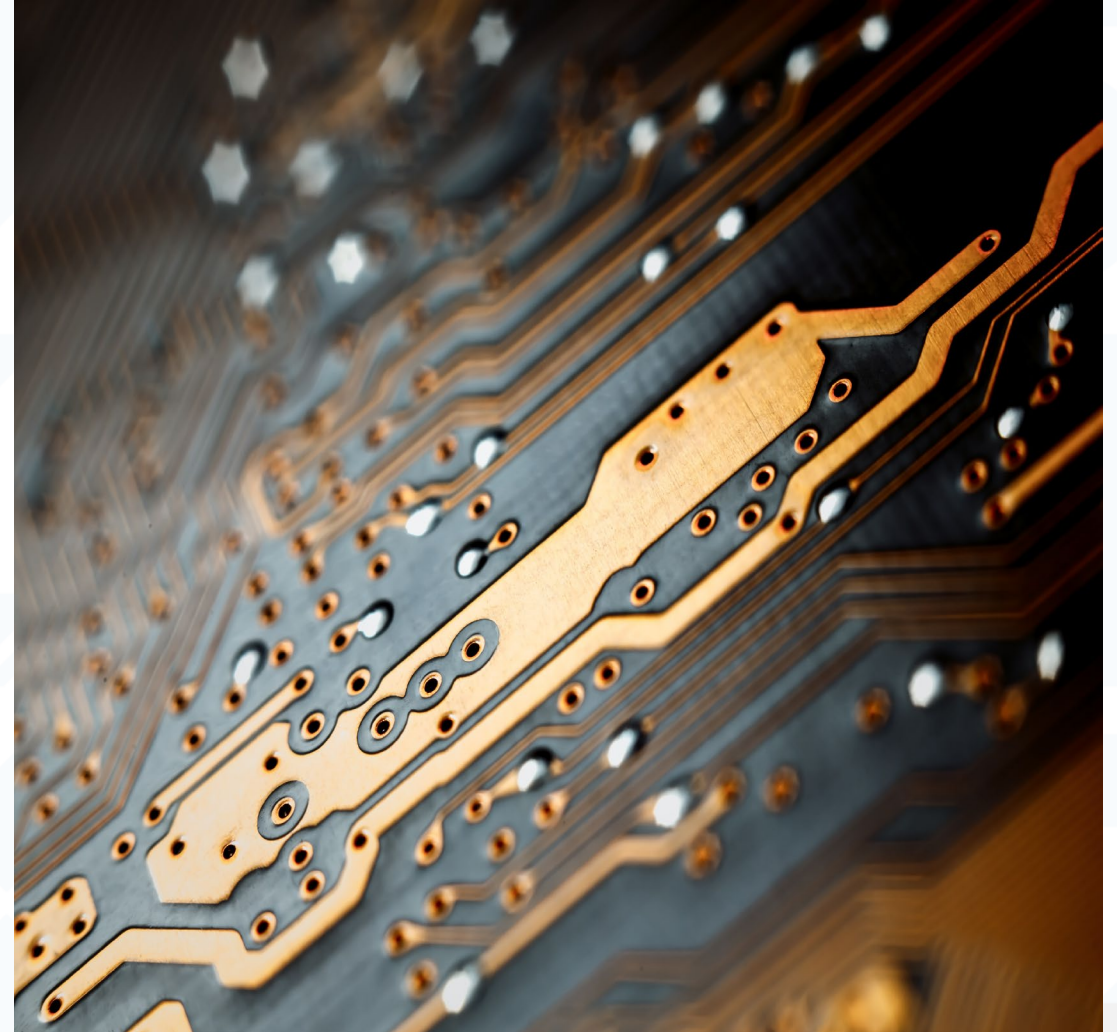
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**DIRECTOR OF  
CLIENT TECHNOLOGY  
SECURITY PROS**



# **Its All About Mindset**

**What are you not  
charging for now...**



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# Slow to CHANGE

- Managed Access
- Service Agreements
- Rate Increases



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# What are you not charging for now!



Those **15-minute** calls add up

- Observe your Team





# RMR is your goal...



**Targets & Goals**



**Does your  
Compensation  
Align**



**Not Just Sales**

- Service
- Install
- Admin



**Your Existing  
Customer Base**

- New Products
- New Services

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**RATE THIS SESSION**  
**ESXWEB.COM/FEEDBACK**





# **CLOSING** **LUNCHEON**

**11:30AM**

**MAIN STAGE**

**F.L.Y. FIRST**  
**LEAD YOURSELF**

