

# BARRETT Sales Reference Check Guide

The **BARRETT Sales Reference Check Guide** (BSSCG) provides a standardised framework for the process of checking references in a recruitment context. The BSCG provides a series of questions that are used to gather additional information about candidates and their capacity to perform in a sales role.

The BSBBIG contains:

- Is template driven
- Is Research based
- Contains detailed implementation and usage guides
- Covers areas specifically known to be important for Sales success
- Provides multiple questions for each area of importance

Question topics include:

- Verifying prior work experience
- Generic questions relating to style and approach to work
- Client Focus
- Sales Approach
- Interpersonal Style
- Leadership and Management Style
- Results Driven and Broader Business Perspective
- Managing Self
- Time Management/Planning/Organisation
- Strengths and Areas for development
- General Work Performance

## Implementation Options:

- Provide stand alone off-the-shelf Template and Guide.
- Provide Template and Guide plus 1 - 2 hours one-on-one training on best use and implementation of the system.
- Provide Template plus conduct a two hour workshop with Manager(s) to configure and prioritise the questions.