Meet Kate Kingston

Kate Kingston, founder & President of the Kingston Training Group, exclusively trains Business Technology dealerships to deliver more net new full solution profitable deals.

With over 17 years of success in making appointments with decision makers, Kate is a recognized authority on lead generation, cold calling and new business development. Kate is a sales-driven, energized communicator. She uses humor, audience participation, proven techniques, handouts and real time phone calls in her training sessions.

The Kingston Training Group guarantees results. Each workshop and one on one session is designed to deliver practical, time-tested, live sales call training, where participants begin making meetings during the one-on-one sessions and beyond.

The Kingston Training Group Presents…

How to Secure Meetings with your Top C-Level Prospects

Succeed

When you spend time on small deals you never…

Identifying Your Top Accounts

200

Difference

Speak in the language of the industry.

Process

&

Strategy

Email Signature

Prospecting touches to a YES!

Monetize your

prospecting

of touches it takes to land a meeting

X

# of meetings it take to write a proposal

X

# of proposals it takes to land a deal

X

Average commission

=

How much they make for every prospecting touch.

15 *(Touches)*

X

3 *(Meetings)*

X

4 *(Proposals)*

X

180 *(Average Commission of $3500)*

=

$19.44

(per prospecting touch)

200

Identifying Your Top Accounts

Brand
Awareness
Trust
Audience

Start by identifying all players in the buying committee.

" C " Level =

CFO

CEO

IT Director

COO

Controller

President

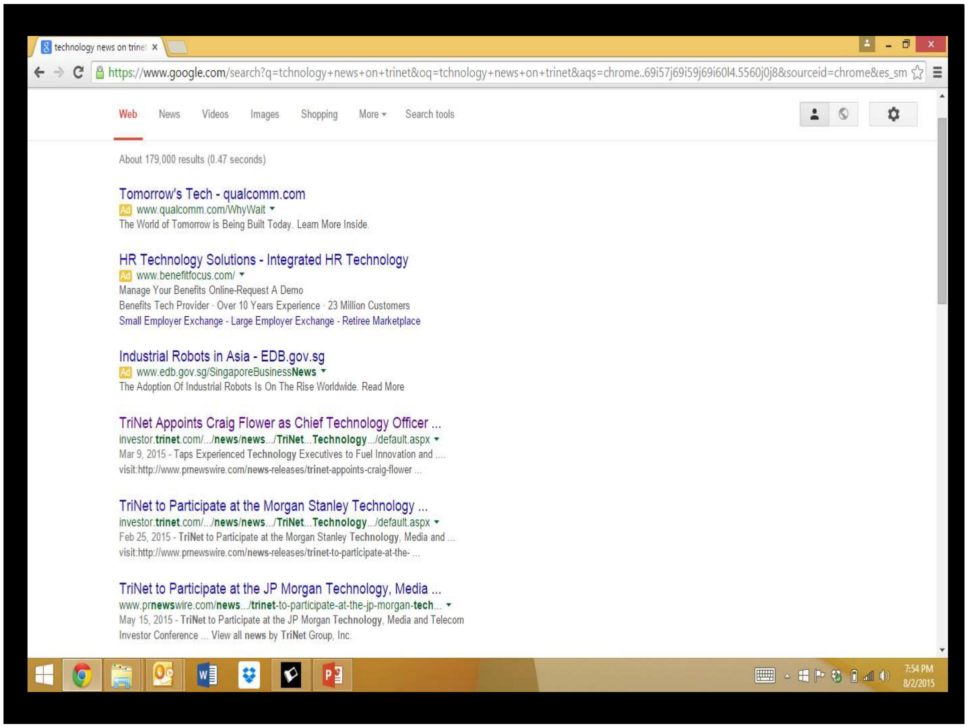
TriNet Company

TriNet is a cloud-based professional employer organization for small and medium sized businesses. TriNet administers payroll and health benefits and advises clients on employment law compliance and risk reduction.Wikipedia

Stock price: TNET (NYSE) $26.88 +0.63 (+2.40%) Jul 31, 4:02 PM EDT - Disclaimer

Headquarters: San Leandro, CA

CEO: Burton M. Goldfield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Mar 9, 2015 - Taps Experienced Technology Executives to Fuel Innovation and ...
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May 15, 2015 - TriNet to Participate at the JP Morgan Technology, Media and Telecom
Investor Conference ... View all news by TriNet Group, Inc.
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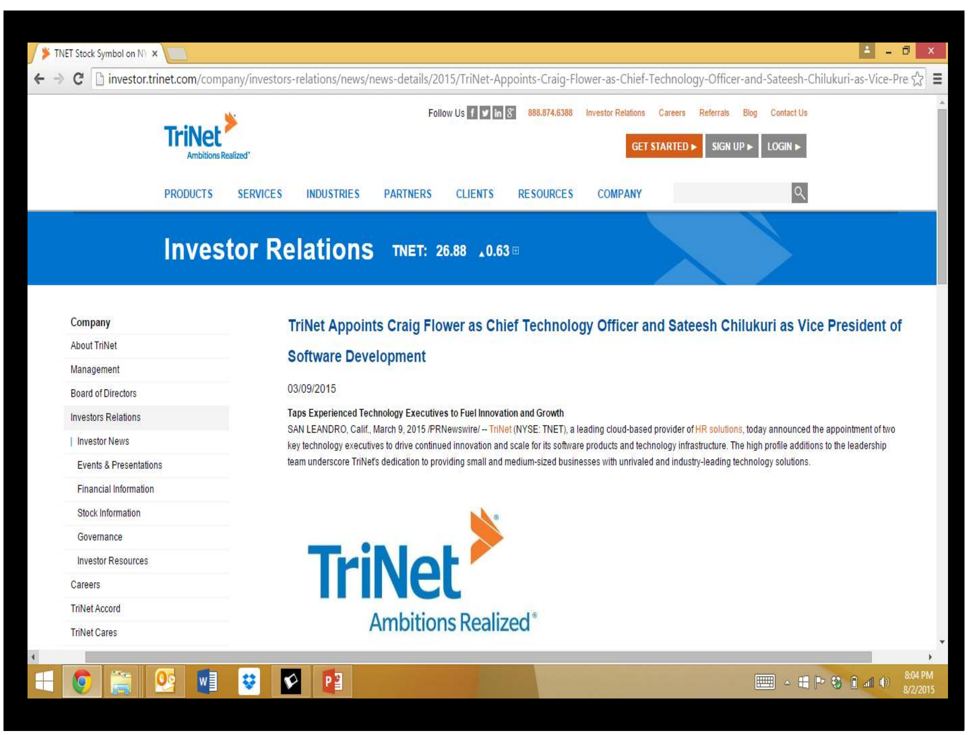
8/2/2015


TNET Stock Symbol on NY
investor.trinet.com/company/investors-relations/news/news-details/2015/TriNet-Appoints-Craig-Flower-as-Chief-Technology-Officer-and-Sateesh-Chilukuri-as-Vice-Pre
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TriNet Appoints Craig Flower as Chief Technology Officer and Sateesh Chilukuri as Vice President of Software Development
03/09/2015
Taps Experienced Technology Executives to Fuel Innovation and Growth
SAN LEANDRO, Calif., March 9, 2015 /PRNewswire/ -- TriNet (NYSE: TNET), a leading cloud-based provider of HR solutions, today announced the appointment of two key technology executives to drive continued innovation and scale for its software products and technology infrastructure. The high profile additions to the leadership team underscore TriNet's dedication to providing small and medium-sized businesses with unrivaled and industry-leading technology solutions.
TriNet
Ambitions Realized
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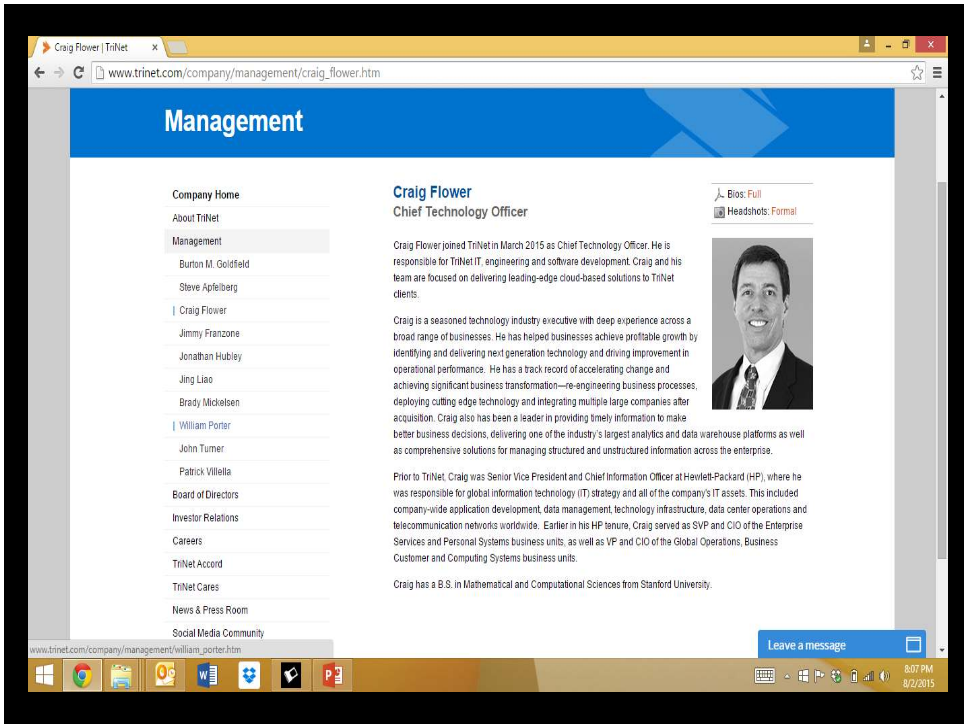
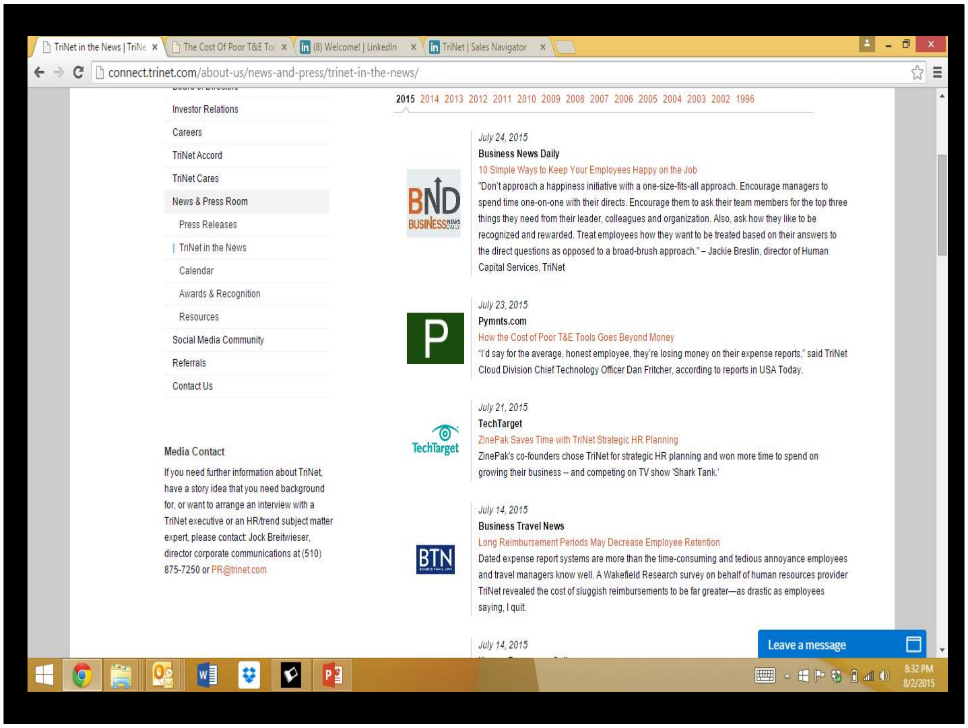
8/2/2015



SAN LEANDRO, Calif., July 29, 2015 /PRNewswire/ -- TriNet Group, Inc. (NYSE: TNET), a leading cloud-based provider of HR services, today announced it will release financial results for the second quarter ended June 30, 2015 after U.S. market hours onMonday, August 3, 2015. TriNet will host a conference call at 2:00 p.m. PT (5:00 p.m. ET) on August 3, 2015 to discuss the quarterly results. TriNet encourages participants to pre-register for the conference call. Callers who pre-register will be given a unique PIN to gain immediate access to the call and bypass the live operator. To pre-register, go to: http://dpregister.com/10068732.

For those who would like to join the call but have not pre-registered, they can do so by dialing +1 (412) 317-5426 and requesting the "TriNet Conference Call."

The live webcast of the conference call can be accessed on the Investor Relations section of one year. A telephonic replay will be available for one week following the conference call at +1 (412) 317-0088 conference ID:



Basis of Presentation and Key Components of Our Results of Operations - Total Revenues

Our total revenues consist of professional service revenues and insurance service revenues. We earn professional service revenues by processing HR transactions, such as payroll and employment tax withholding, payment to WSEs, and labor and benefit law compliance, on behalf of our clients. Our clients pay us these fees based on either a fixed fee per WSE per month or per transaction, or a percentage of the WSE's payroll cost, pursuant to written professional services agreements that are generally cancelable by us or our clients upon 30 days' prior written notice. We also earn professional service revenues by providing strategic HR services to our clients, such as talent acquisition, performance management and time and expense reporting services. Our clients pay us professional service fees for these services based on separate written agreements. We earn insurance service revenues by providing risk-based, third-party plans to our clients, primarily employee health benefit plans and workers compensation insurance. Insurance service revenues consist of insurance-related billings and administrative fees. We recognize as insurance service revenues insurance-related billings and administrative fees collected from clients and withheld from WSEs for risk-based insurance plans provided through third-party insurance carriers, primarily employee health insurance and workers compensation insurance. We in turn pay premiums to third-party insurance carriers for these insurance benefits, as well as reimburse them for claim payments within our insurance deductible layer. These premiums and reimbursements are classified as insurance costs on our statements of operations. Our clients pay us administrative fees, typically based on a percentage of insurance-related amounts, collected from clients and withheld from WSEs, primarily in exchange for our administration of employee health benefit plans.

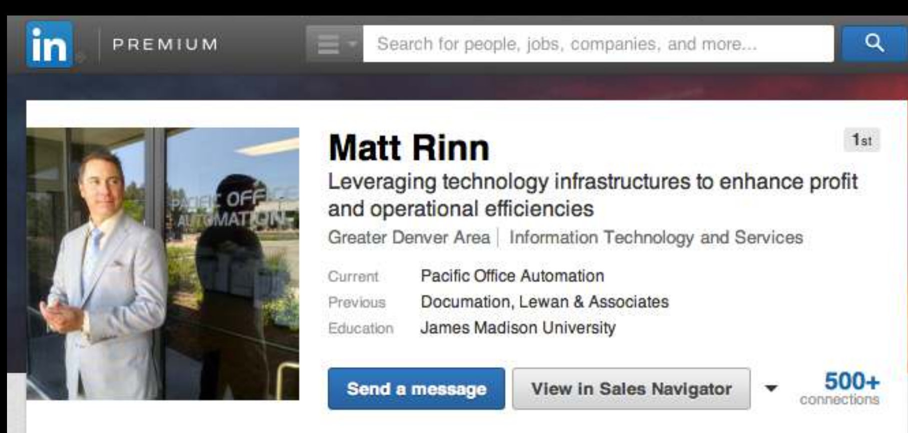
Insurance Costs

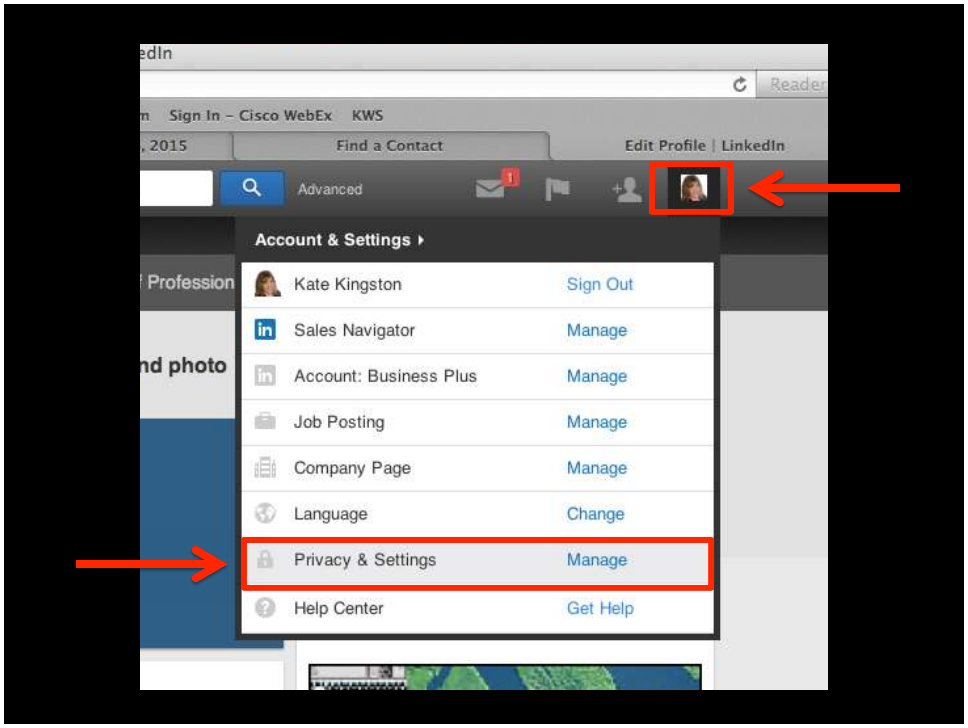
Creating Phrases

Connect first with the lower level

LinkedIn

Changing Your Professional Header

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Account & Settings
Kate Kingston
Sign Out
Sales Navigator
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Account: Business Plus
Manage
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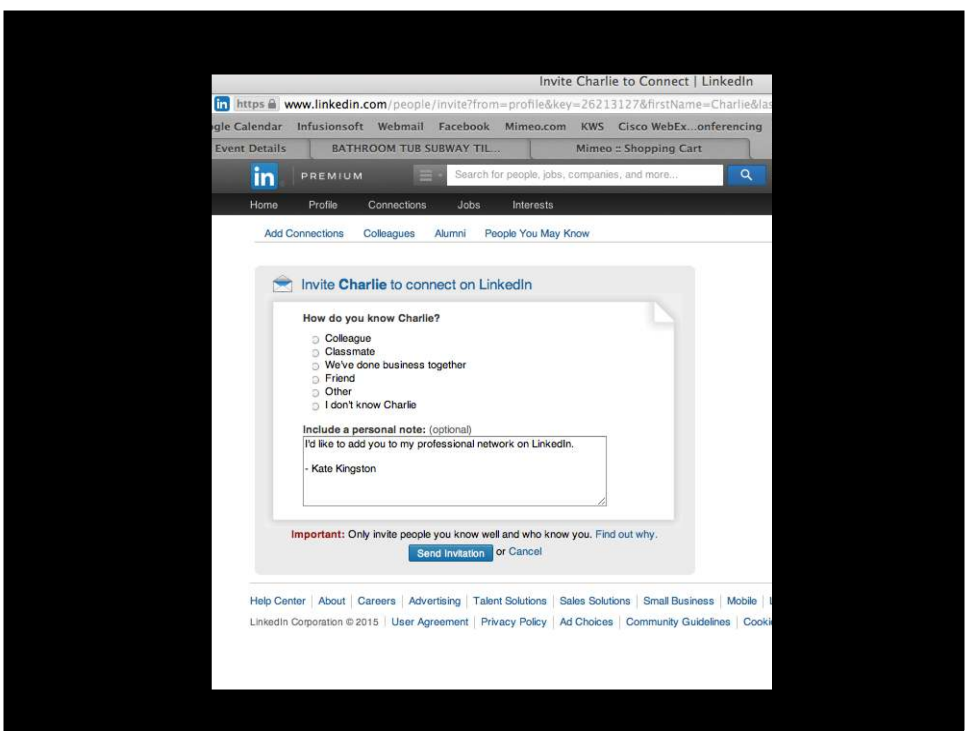
Manage
Help Center
Get Help


Invite Charlie to Connect | LinkedIn
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Add Connections
Colleagues
Alumni
People You May Know
Invite Charlie to connect on LinkedIn
How do you know Charlie?
Colleague
Classmate
We've done business together
Friend
Other
I don't know Charlie
Include a personal note: (optional)
I'd like to add you to my professional network on LinkedIn.
- Kate Kingston
Important: Only invite people you know well and who know you. Find out why.
Send Invitation
or Cancel

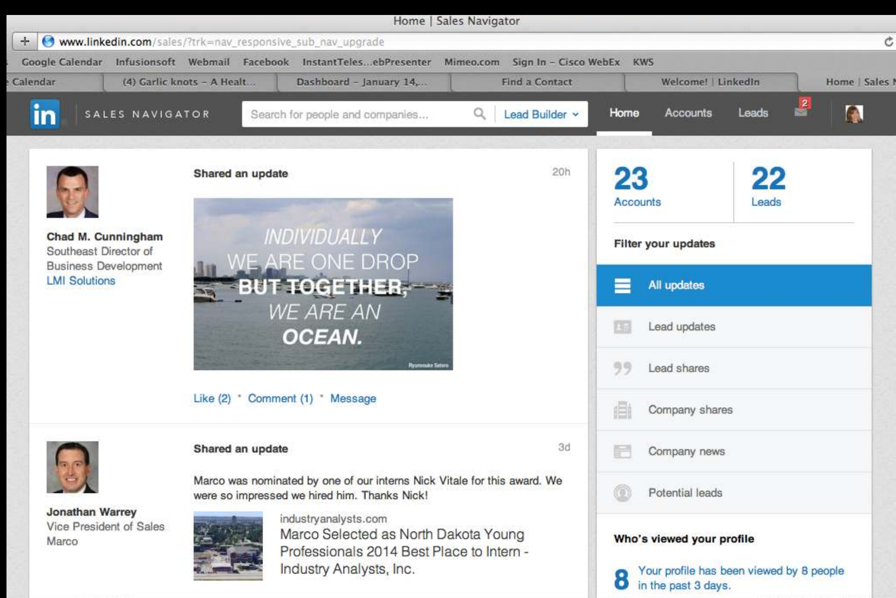
2nd

3rd

4th

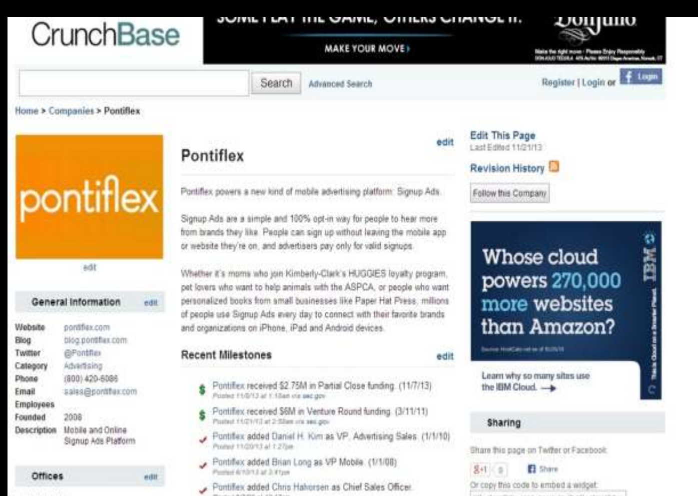
I would like to discuss a strategy for Eco-Efficient Information Technology adoption and better managing the IT carbon footprint at _________.

I have a strategy that we have implemented that optimizes the IT investment and resources that create better cost-to-revenue ratio, strategic value and a competitive edge that I would like to share with Trinet and would welcome the opportunity to speak with you on this topic this fall.



Google Alerts & Trends

Use Crunchbase.com to help you find NEW prospects



Use Contact Money to track your prospecting emails to make sure they are being read.

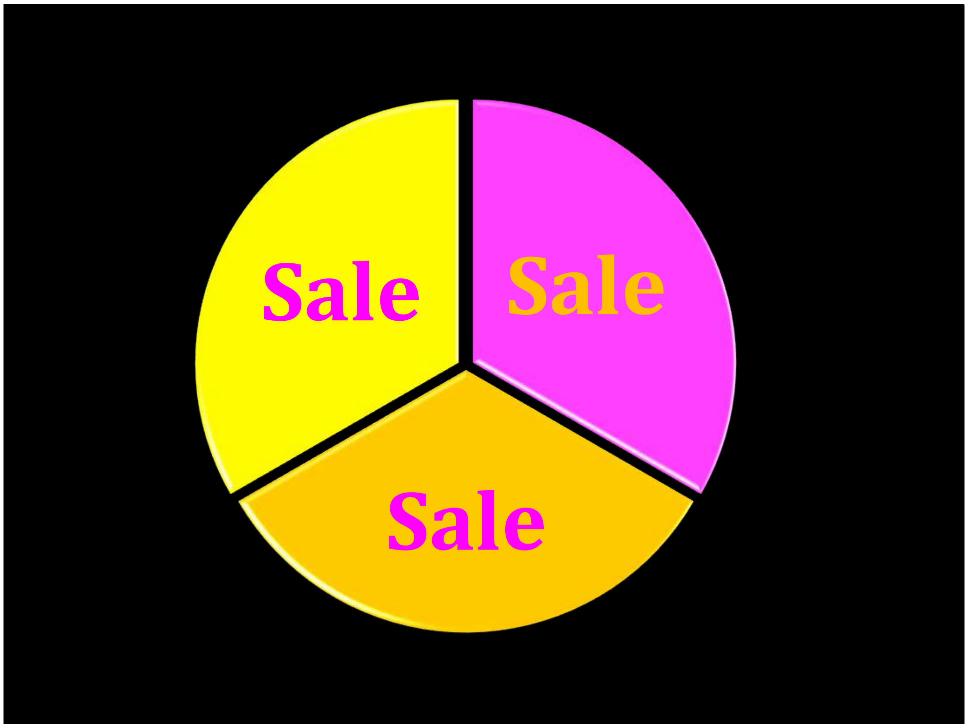
What does ContactMonkey.com do exactly?

Well once you download the plugin onto your email, Contact Monkey will do the following for all your emails:

- Track when your email was opened WITHOUT notifying the recipient.
- Track where it was opened geographically.
- Track how it was opened ex. via computer, iphone, ipad etc.
- Notify you when a person has opened your email more than once.

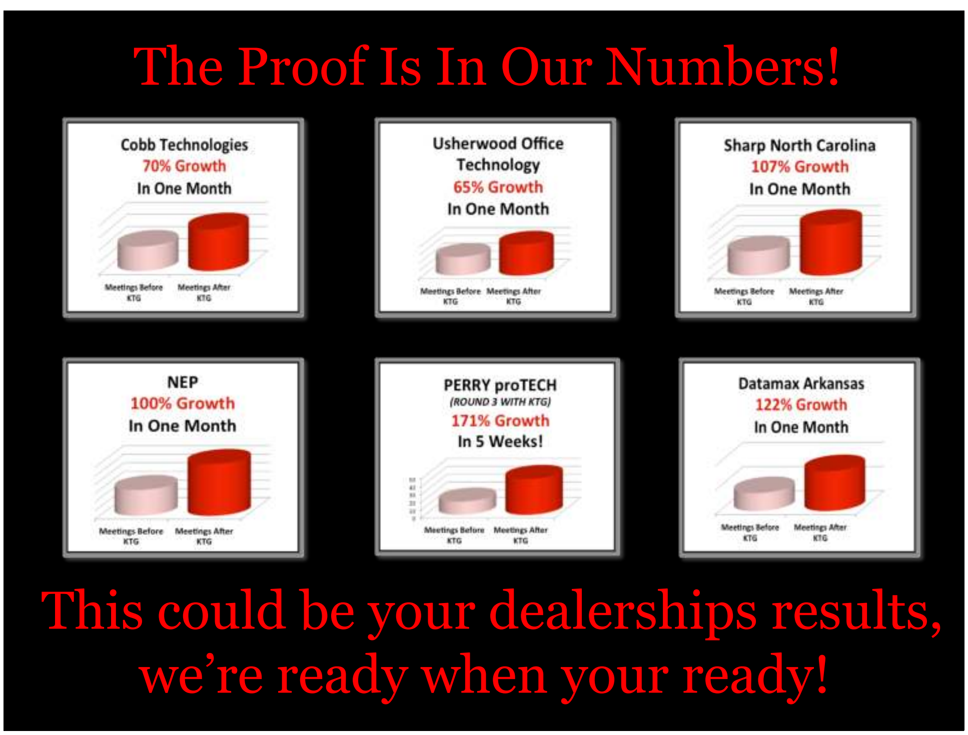
The way you position yourself at the beginning of a relationship has a profound impact on where you end.

\- Ron Karr


Sale
Sale
Sale


Sale


KTG Guarantees A Minimum Of
A 50% Increase in Net New Meetings!
Blue Technologies
94% Growth
In Two Months
Modern Office Methods
93% Growth
In Five Months
Atlantic Business
Products
63% Growth
in One Month
Fraser
89% Growth
In One Week!
Sharp South Carolina
138% Growth
In One Month
Rhyme Business
Products
300% Growth
In Three Months
The Proof Is In The Numbers!


The Proof Is In Our Numbers!
Cobb Technologies
70% Growth
In One Month
Usherwood Office
Technology
65% Growth
In One Month
Sharp North Carolina
107% Growth
In One Month
NEP
100% Growth
In One Month
PERRY proTECH
(ROUND 3 WITH KTG)
171% Growth
In 5 Weeks!
Datamax Arkansas
122% Growth
In One Month
This could be your dealerships results,
we're ready when your ready!

THE KINGSTON TRAINING GROUP PROSPECTING SALES TRAINING INCLUDES:

* Live on-site workshop training
* Individual One-on-One training placing real calls to live prospects
* Training and Tools for Managers
* 55+ Vertical industry telephone scripts and 170 email templates delivered (EX: Law, Medical, Construction)
* Digital recordings of all training sessions
* Vertical Vocabulary Tele-classes
* New Hire training
* Weekly access to additional Touch Point and New Hire Training
* Tele-training once a month for sales people and managers on process and systems.
* Activity accountability
* Time Management
* Social Media prospect training

Are you ready to make more Net New Revenue for your dealership?

We're ready when your ready!

Kate Kingston

646-831-5184

kkingston@kingstontraining.com

www.kingstontraining.com

Make More Meetings,
Make More **Money.**

- Kate Kingston