

Introducing the Updated and Enhanced IS2!

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A common challenge to selling any type of service is finding a way to make it a more tangible type of sale.

For that reason, one of TEGG's staple sales tools has been the Interactive Selling System, or as it's commonly known, the IS2.

The IS2 is a PowerPoint presentation designed to help TEGG's Maintenance Sales Representatives tell a better, more impactful story of our solutions and benefits, tailored to meet the client's specific needs.

We are excited to announce that, after nearly a year of work, the IS2 presentation has been completely re-designed with a cleaner, crisper, and more current look. It is now customizable to better meet your business' needs, allowing you to easily put your company's name and logo on the opening slide, feature your company's name on every slide, and provide background information on your company. There are also slides allowing you to share testimonials from your existing clients, explaining how TEGG has helped them better their business and facilities' reliability.

It was also updated with fresh data and content to better reflect today's industry standards, statistics and trends.

What makes the IS2 unique is that it is a versatile, non-linear PowerPoint presentation. The dynamic redesign allows MSRs to quickly jump anywhere in the presentation to answer clients' specific questions or reference specific information.

The new IS2 also features an expanded section featuring eight vertical markets – Aviation, Commercial, Government, Healthcare, Higher Education, Industrial, K-12 Education and Waste Water Treatment facilities. These slides help make TEGG solutions even more tangible to these specific clients by relating exactly how our services can and have benefitted others in their industry.

We're going to be featuring the newly updated and enhanced IS2 during this month's Marketing Department Summit on August 22 at 11 a.m. (EST). For more information on this summit, visit the [Quarterly Department Summit](#) site.

We're very excited to introduce you to the updated and enhanced IS2 and hope that it helps take your sales to the next level!

