

“Jack recruited 3 closers and installed specific onboarding and management. We’re closing 26% on scheduled calls and 31% on live calls. We finished the month at \$363k.”

- **Baseline:** ~\$110–115k/mo; 90% founder-led sales; no sales management process; weak onboarding; unclear on schedule-close vs live-close
 - **Result:** \$363k for the month; 3 closers recruited/placed; team close rates ~26% scheduled-to-close and ~31% live-call-to-close; clear metrics; operator cadence without micromanaging
 - **How fast:** 60 days
 - **Levers installed:** Recruiting pipeline (all 3 closers placed), specific onboarding (speed-to-production), sales management foundation + manager cadence, metric clarity (schedule-close vs live-close), presentation/process alignment, time-efficiency/operator habits
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When I started with Jack, I didn’t really have a sales team and I was mostly taking sales calls myself. I’d worked with a pretty famous name in the space (good dude) but he wasn’t hands-on. Jack was very hands-on.

He laid the foundation for how to set up my sales team and taught me how to do it. Most importantly, he helped me with recruiting, all three of my closers are from Jack.

Our overall team close rate on scheduled-to-close is about 26% and live-call to close about 31%. Mid-month we were at ~\$215k and we finished the month at \$363k. When I started, we were ~\$110–115k.

We didn't have a process for sales management. I didn't have a good onboarding process, his onboarding is really specific. Jack's a real executor and operator. He'll teach you how to become a good operator by being efficient with your time.

I never had skepticism with Jack, you hop on a call and realize he's a good dude and willing to put in the work, more than a lot of the more 'famous' guys. He also works with big names even if he doesn't publish it.

It all happened within like 60 days. I'm a lot more clear on the right metrics now and I don't micromanage my guys. 100% it's a great investment and a good decision. If you want more context, reach out to me, otherwise, I think you should just do it.

— Omar Hafez, ZTH Capital

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