1. **GROW YOUR BUSINESS BY HIRING EMPLOYEES OR SUB-REPS**

Many manufacturers’ agents decide to grow their businesses by hiring direct salespeople or sub-reps. They leverage the efforts of the salespeople or sub-reps to increase sales. Multi-person rep firms attract larger more established principals.

Professional manufacturers’ agents grow their businesses by hiring qualified direct sales people or sub-reps.

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| Hiring salespeople — How To Find Good Candidates, How To Interview | Teleforum |
| Compensation Survey 2005 | *Agency Sales* |
| Specimen Guidelines For Use Between Sales Agency And Employees | Legal |
| Sales Agency/Sub-Representative Agreement Guidelines | Legal |
| A Manufacturers' Sales Agents' Guide to the Use of Independent Contractors | Special Report |
| Independent Contractor or Employee? | *Agency Sales* |
| Compensation Strategies For Reps | Teleforum |
| There's No One Way To Pay Sales Staff | *Agency Sales* |
| In Search of the Right Salespeople | *Agency Sales* |
| Hiring Rep Firm Winners | *Agency Sales* |
| Never-Ending Search for GOOD SALESPEOPLE | *Agency Sales* |
| Non-Compete Clauses | *Agency Sales* |
| A five-step process for finding your next superstar sales rep | Website link |

MANA also recommends diagnostic testing and evaluation tools to check the suitability of the prospective employee to perform the required functions. MANA uses Axiomone ([www.axiomone.com](http://www.axiomone.com)).