



## Formulating the Right Dosage for Accountability & Success

MPS brings the right medicine for this Fortune 500!

### Customer

Clay Johnson is the Sales Director responsible for the Western U.S. Region at Allergan, a global pharmaceutical firm leading the industry in Growth Pharma. Johnson has 7 direct reports with over 100 individuals rolling up to him as a Sales Director. His division sells products that support the ophthalmology market with his region being responsible for 23% of total sales for the eye care division and had a \$300M+ sales quota.

### Challenge

Johnson was frustrated and sought a solution for a problem he termed “white-noise”. Essentially, his team was not functioning in a streamlined manner or using their communication effectively, thus resulting in emails flying back and forth that sucked time without adding any value.

Johnson also realized that although each member of his team knew their sales quota, they lacked alignment and strategic focus to allow them to achieve their goals.

### Customer

- Western Sales Division, Allergan
- 100+ individuals
- \$300M+ revenue quota

### Challenge

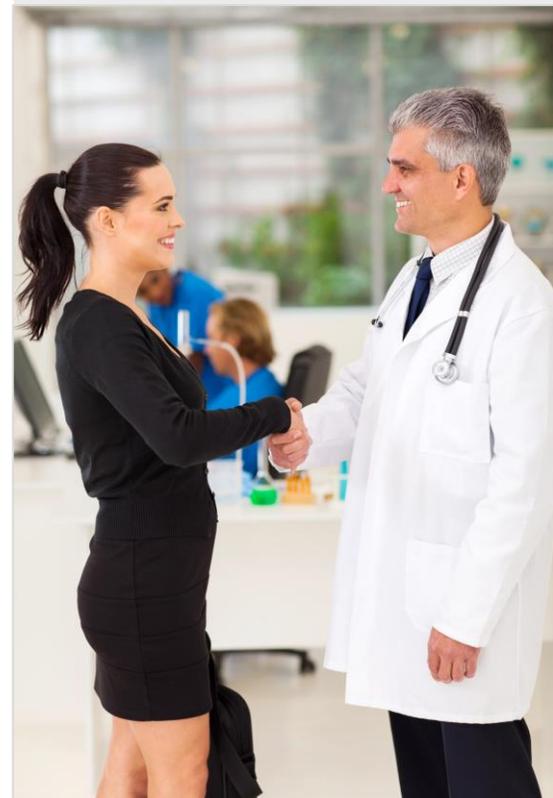
- Poor internal communication impacting productivity
- Team distracted from priorities
- Lack of accountability

### Solution

- Take Back Your Life!®
- Strategic Team Plan
- Cultivating Accountability

### Results

- 102% of quota achieved
- Top sales team in division
- Streamlined communication
- Consistent performance results
- Focusing on the right things



## Solution

Initially, Johnson was skeptical of bringing in yet another training firm, as many in the past had provided little value. However, McGhee Productivity Solutions' Executive Consultant, Jennifer Wilmoth, engaged with Johnson and his team to create a customized solution to address -the "white noise" issue. Wilmoth customized MPS' [Take Back Your Life!](#)<sup>®</sup> program to help Johnson's team more effectively manage email, communicate more productively and efficiently and focus on the right activities to meet their goals.

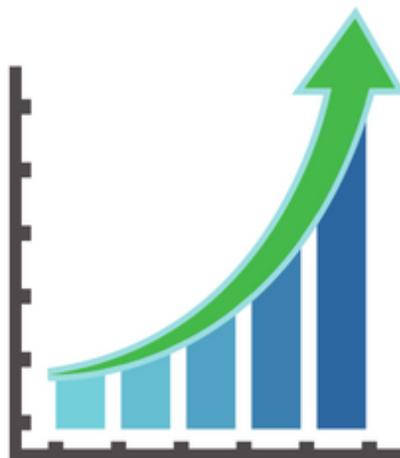
During the collaboration process, Wilmoth garnered a more in-depth understanding of the division's challenges and disconnects, and recommended taking the team to the next level by creating alignment and a unified goal. Having experienced practical and immediate implementable results in the initial engagement and having been impressed by Wilmoth's skills in facilitation, Johnson agreed to engage his team in the [Strategic Team Plan](#) process to create a more focused and defined path for success. Wilmoth customized the session to focus on the team's unique challenges and included the [Cultivating Accountability](#) program to add a higher level of accountability to the team's arsenal.

## Results

After engaging and utilizing the methods and tools provided by [McGhee Productivity Solutions](#), Johnson and his team finished the year having achieved 102% of their revenue quota and finished first in sales nationally. Johnson reports that his team is communicating more effectively, each individual he is responsible for has their own Meaningful Objectives and they now operate in an environment of ownership and results.

**102%  
SALES  
QUOTA**

TOP SALES TEAM IN DIVISION



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*The McGhee Productivity Solutions facilitator was extremely intuitive during the process and was less focused on getting through the formal program and more intent on customizing the program to focus on areas that provided the most value for the participants.*

*The programs are both practical and sustainable, which is important. The investment of time and money was viable and if you are willing to do the work, you will be able to create a shift in behavior that generates the results desired.*

*Clay Johnson,  
Sales Director/West*

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**McGhee**  
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