



FOR IMMEDIATE RELEASE

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TeleSmart Talks About Talent

SAN FRANCISCO- Josiane Feigon, founder and President of TeleSmart Communications, is the featured guest speaker at this year's TeleBusiness Alliance annual meeting on Compensation Review.

The [Telebusiness Alliance](#) is an organization of inside sales professionals representing leading companies in the San Francisco Bay Area, including EMC, Genesys, Network Appliance, and Macrovision. Members meet regularly under nondisclosure to discuss mutual business issues and network with industry peers. The meetings address business-to-business sales, support, marketing, compensation and other unique needs of the inside sales function. As a result of attending Alliance meetings, members gain access to information that will lead to increased productivity and revenues, and decreased cost of sales.

Josiane's speech will be titled "Got Talent?" This quick, insightful "warm-up" subject will address the importance of hiring right, training right and continually assessing your teams' skills and talents. Topic include: The market is back on track but where's the talent? Is the talent you have in place worth their comp package? Are they overpaid or underpaid?

After training thousands of team members and managers over the years, Josiane is in a position to assess your team's talent, review the importance of stank ranking your team and help you make skill development a priority in the new year.

TeleSmart Communications is a 12-year global training company based in San Francisco. They specialize in developing efficient, focused, and strategic telephone and on-line communications for inside sales teams and managers. Last year, clients such as **Agilent, Documentum, Genesys, Siebel, VeriSign** chose TeleSmart as their worldwide solutions provider for inside sales. The Telesmart 10- Sales Booster Series has become a "must-have" for any growing inside sales organization. TeleSmart provides on-site training, consulting and productivity coaching.

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