

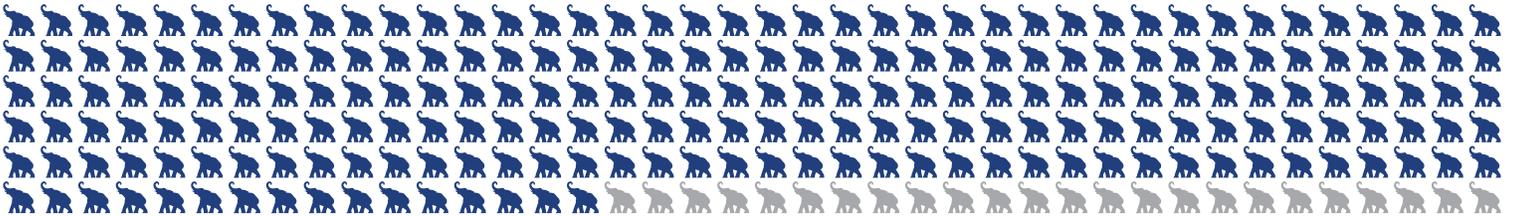
memoryBlue Alumni Survey

Do you have your eye on a high-tech sales career? Since 2002, we've combined sales training and expertise with a wide range of high-tech clients to transform motivated hustlers into spectacular sales professionals.

HIGH-OCTANE ALUMNI NETWORK

Our alumni are hyper-engaged

90% Response Rate



216 Responses out of 240 Alumni

BENEFITS OF JOINING THE MEMORYBLUE TEAM

According to our alumni, the memoryBlue process works

Impactful training



would choose memoryBlue again if launching a high-tech sales career from scratch



believe memoryBlue taught vital sales or professional skills

Your Network Is Your Net Worth

From DC to Silicon Valley



keep in touch with their memoryBlue colleagues



believe memoryBlue helped start their professional network

Long-term Career



recommend a career in high-tech sales



remain in high-tech sales



FROM SALES DEVELOPMENT REPRESENTATIVES TO SALES CLOSERS... AND BEYOND

Our training is a launching pad to get you where you want to go

Sales Closers = **Top Earners** in professional sales

Professionals who close sales earn significantly more than entry-level SDRs who simply find the opportunity

Time until gaining closing responsibility following memoryBlue



enter a closing role immediately



enter a closing role within 6 months



enter a closing role within 1 year



are in closing roles 2+ years after memoryBlue

PUTTING MONEY WHERE OUR MOUTH IS

Earnings after memoryBlue demonstrate our program's impact

3 years

after memoryBlue



\$50-100K: 40%
 \$101-150K: 40%
 \$151-200K: 6.7%
 \$301-350K: 13.3%

60%
 Earn 100K+

5 years

after memoryBlue



\$100-150K: 30.8%
 \$150-200K: 30.8%
 \$200-250K: 15.4%
 \$250-300K: 6.7%
 \$400K+: 15.4%

93%
 Still in Sales

10+ years

after memoryBlue



\$250K+: 64%

3%
 of US Households
 make \$250K
 or more***

QUICK FINANCIAL ACHIEVEMENT

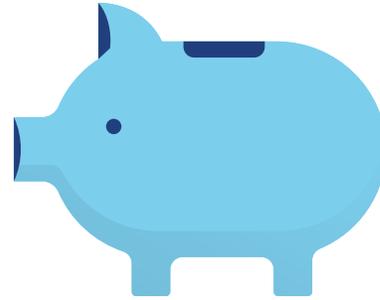
Salaries of memoryBlue alumni compared with MIT alumni*



MIT alumni (average):

\$91K/year

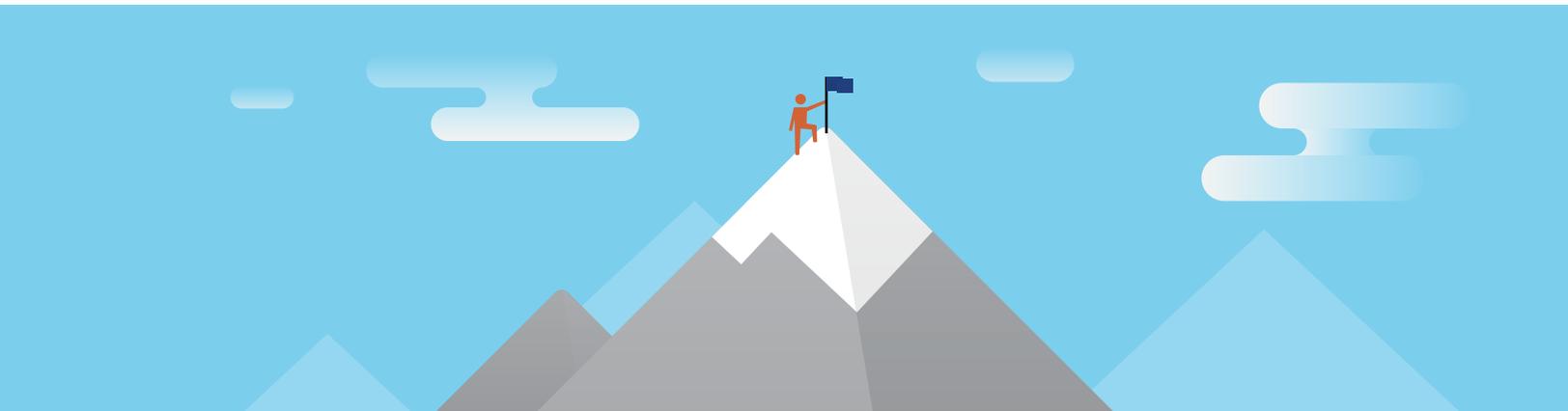
after 10 years



64% of mB Alumni are earning:

\$250K+/year

after 10 years



THE \$400K+ CLUB

A closer look at our most financially successful alumni



would choose to start their career again at memoryBlue



believe they learned sales or professional skills vital to their current success



sell solutions with \$100K+ Average Sales Price



keep in touch with memoryBlue colleagues



manage a team of individual contributing closers



sell for companies with \$1B+ in Annual Revenue

ALUMNI NETWORK ACROSS THE US

Top 10 Alumni Markets



Membership into the memoryBlue Alumni Network is a lasting benefit for those who launch their high-tech sales careers with us

Learn More

memoryBlue.com/inside-sales-careers

info@memoryblue.com

*Source: US Bureau of Labor Statistics

**Source: Emmie Martin, Tanza Loudenback, and Alexa Pipia, "Here's how much people earn 10 years after attending the 25 best colleges in America," Business Insider (Sept. 6, 2016)

*** Source: <https://www.factcheck.org/2008/04/americans-making-more-than-250000/>

