





## Who We Are

ANOCS is a dedicated Sales and Revenue Company.

We are not just another sales consulting firm; we are your partners in unlocking the full potential of your Salesforce.

With over a decade of work in Sales, Business development & product management across multiple industries, we have deep insights into the science that unlocks superior performance in sales professionals particularly in the Real Estate Industry. We offer our clients meticulously selected sales professionals who not only possess exceptional sales skills but also have industry-specific knowledge and expertise.

But our commitment doesn't end there. We are keen on continuous growth and development. Which is why we provide comprehensive training programs designed to sharpen the skills of your sales professionals, helping them to stay motivated, maintain momentum as well as keep them ahead of the curve in the ever-evolving Real Estate business landscape.

Our team works closely with both your sales professionals and top management ensuring that our learning interventions are tailored specifically towards the achievement of your organization's revenue goals.



Anyone Can Sell

## Our Vision

To transform ordinary individuals  
into an extraordinary army of sales professionals,  
shaping the future of work through exceptional  
talent development and management





Anyone Can Sell

# Our Mission

ANOCS facilitates business growth and job creation by matching top-tier sales professionals with organizations poised for growth. We recruit, train, coach, and connect skilled sales professionals with the right opportunities, ensuring success for all



Train



Coach



Connect





Sales Coach

Platinum Realtor

Growth Specialist

APTD



**Tolulope Ruth**

## Meet Lead Trainer & Head Of Faculty

Tolulope Ruth is a Growth Specialist with 10+ years experience specialising in Sales, Learning & Development, Instructional (course) Design, Public Speaking, Sales Training, Business Development and Project management

Since 2020, she has trained over 5,000 Real Estate Sales Associates and created over 20 courses. In her personal Real Estate Portfolio, she closes Real Estate deals in Excess of 3B annually and has trained teams to exceed targets in excess of 50B Annually.

Currently, she is the Managing Partner at Intermerc Consulting - an integrated consulting firm with a focus on digital financial services, project management, training and audit.

She holds a BSC Degree in Chemistry (OOU), A Business Diploma from the Lagos Business School and Harvard Business School. She is also an Associate Professional in Talent Development certified by the Association of Talent Development, U.S.A

As a Learning & Development specialist, her focus is on facilitating growth and creating learning experiences that drive superior performance among Sales professionals. She also assists thought leaders and Organisations to create and design L&D systems that inspire true learning & growth in their people.

Beyond her work in the L&D Sector, she has a keen business mind. Prior to her work with Intermerc, she worked with Landwey Investment as Head of Business & Faculty Director. She also worked with Dangote Foundation as a Business Consultant.

Her professional Journey is punctuated by the work she has done as a Business Development specialist across several industries (IT, Real Estate, Hospitality, Construction, Non Profit, FMCG)



# ANOCS Service Offerings

## 1 Talent Pool & Recruitment

ANOCS offers sales team recruitment services by leveraging an existing talent pool of skilled and experienced sales professionals. ANOCS will match candidates with organizations based on culture fit, skill set, and industry expertise.

## 2 Training & Development

ANOCS provides customized & practical training interventions designed to upskill, multiskill and enhance the skills and knowledge of sales professionals (i.e. Certificate programs, masterclasses, workshops, conferences etc)

## 3 Deal Close

Through end-to-end personalized coaching sessions and mentoring, ANOCS supports sales professionals through sales cycles from the initial contact phase all the way to Deal Close, offering guidance, and hands-on support towards achieving their sales targets

## 4 Leadership Development

ANOCS provides leadership development programs tailored for sales managers and executives to enhance the performance and productivity of their salesforce

## 5 Sales & Product Consulting

Using data from market research and user preferences, ANOCS provides organizations valuable insights to optimize their marketing strategies and products to achieve market fit and drive revenue growth.



## Our Proposal

- Pre - Training Intervention
- Training Intervention
- Post Training Support



Our Proposal

# Pre Training

Here, our team will work with your management or relevant HODs to determine the scope of work as well as ensure alignment with organizational goals, processes and structure.

Activities under this Pre-training stage includes:

Needs Assessment

Product Brief

Market Research  
(Product & Competitor Analysis)

Skill Gap Analysis

Team Structure Analysis

Organizational Brief  
(Successes, challenges, goals)







Our Proposal

# Training Solutions

Based on the outcomes, data gathered and decisions made during the Pre-Training stage, ANOCs will administer relevant training(s) to address any skill gaps or need within the Salesforce. Organizations can choose any/all of the training solutions below. Selected course option(s) are always customized to each organization

Item	Description	Duration
<b>ReEmergence Certificate Program</b>	An immersive and intensive Real Estate Sales Certificate Program covering Sales, Marketing, CRM, personal leadership, finance, legal, etc. It is a complete tool kit for new and experienced Realtors	3 weeks
<b>ReGenerate Masterclass</b>	A detailed, practical, hand on masterclass on Lead Generation for Real Estate sales professionals	Full Day
<b>InFlow Masterclass</b>	A no fluff and insightful masterclass showing winning formulas guaranteed to help Real Estate sales professionals close deals consistently	Full Day



Our Proposal

## Post Training

Our commitment doesn't end at training. As partners with your organization, We are keen on continuous growth and development. This is why we have designed post training interventions to keep your team on track, stay motivated, maintain momentum as well as provide on-the job aid & support.



Job Aids  
(Checklists, templates, Resources)

Product Knowledge Roadmaps

Coaching & Mentoring

Deal Close Support

Team Management Services

Evaluation Report



# Execution Plan

Item	Deliverables	Timeline	Investment
<b>Pre - Training</b>	<ul style="list-style-type: none"><li>Needs Assessment Report</li><li>Product Roadmap</li><li>Market Research Report</li></ul>	2 weeks	
<b>Training</b>	<ul style="list-style-type: none"><li>RE-Emergence</li><li>RE-Generate</li><li>RE- Close</li></ul>	3 Weeks 1 day 1 day	
<b>Post Training</b>	<ul style="list-style-type: none"><li>Job Aids</li><li>2 Group Coaching Sessions</li><li>2 Deal Close Sessions</li><li>Team Evaluation Report</li></ul>	3 Weeks	



# Execution Plan

Item	Deliverables	Timeline	Investment
<b>Pre - Training</b>	<ul style="list-style-type: none"><li>Needs Assessment Report</li><li>Product Roadmap</li><li>Market Research Report</li></ul>	2 weeks	1.5 Million
<b>Training</b>	<ul style="list-style-type: none"><li>RE-Emergence</li><li>RE-Generate</li><li>RE- Close</li></ul>	3 Weeks 1 day 1 day	3.5 Million 750,000 750,000
<b>Post Training</b>	<ul style="list-style-type: none"><li>Job Aids</li><li>2 Group Coaching Sessions</li><li>2 Deal Close Sessions</li><li>Team Evaluation Report</li></ul>	3 Weeks	1.5 Million



## Our Footprint



10 Years  
Experience



Impact across  
Lagos, Abuja  
and the UAE

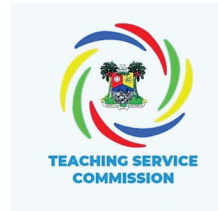


Over 3000+ Sales  
professionals  
trained



Combined  
Real Estate Sales  
Portfolio in Excess of  
200B Generated in the  
last 3 years.

# Our Clients





# Faculty

Meet the  
Lead Trainer



Tolulope Ruth



~ SANDSTONE REALTOR... +234 815 814 6263  
 Great and impactful learning.. Coach Tolu Hassan , you're awesome 🙌 . You made learning enjoyable and if there wasn't a time I'll probably be listening to you for hours .  
 Too much wisdom in one person , thank you for being you 🙌❤️  
 5:08 pm

You are such an awesome human. Your personality is profound, endearing and your results are exceptional. You exude so much confidence with an aura of influence.  
 Your intelligence, competence, diction and command of words has placed you on a pedigree of superior performance.

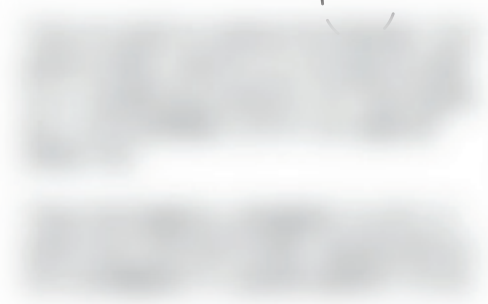
# What Our Clients are Saying



10:08 am  
 ~ Joshua Odafe Real Est... +234 810 334 2147  
 Let talk about money 10:08 am  
 I wish this ACADEMY never ends  
 Who's sharing my thoughts ?? 😊😊  
 10:09 am

4:33 pm  
 ~ misymecy +234 901 969 6079  
 Today's class was really impactful. Thanks to Coach Tolu, who made it really interactive and thanks to Alvin grey who gave us the platform 🙏  
 4:34 pm  
 ~ Andrey's Home +234 708 544 9322

How was Day 1?  
 We trust you had a great first day at ...  
 I personally enjoyed the class of Day 1. It's work Millions in a Business School.  
 6:23 p  
 \*It's WORTH 6:24 pm







# Gallery





# Get in Touch

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