

Best Practices of Top Sales Producers Level 1 Workshop

The road to better sales is paved with a clearly defined sales process that measures the right things at the right time. Successful businesses create sales growth in tight markets by following the necessary steps outlined in this workshop.

What You Will Learn

Make better use of your time, energy, and resources through planning and preparation and following these steps. You will generate more sales when you understand:

- ✓ The Ps and Cs of Successful Selling
- ✓ The Power of 5 for 6
- ✓ Dos and Don'ts of Qualifying Prospects
- ✓ Win More Deals with Better Proposals
- ✓ Closing the Door and Moving On
- ✓ Stay on Top Every Week with these 3 Things

Who Will Benefit from this Workshop?

Sales professionals, sales managers, directors, and senior executives

How We Deliver

All attendees actively participate in this interactive, six hour workshop that is delivered in one full, or two half-day programs that include:

- Multi-media presentation
- Individual workbooks
- Role Plays
- Dynamic Q & A
- Free Post-training support for ten days



GUARANTEED BETTER SALES

www.getbettersales.com

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This workshop is part of our **gettingBETTERsales™** Training Series