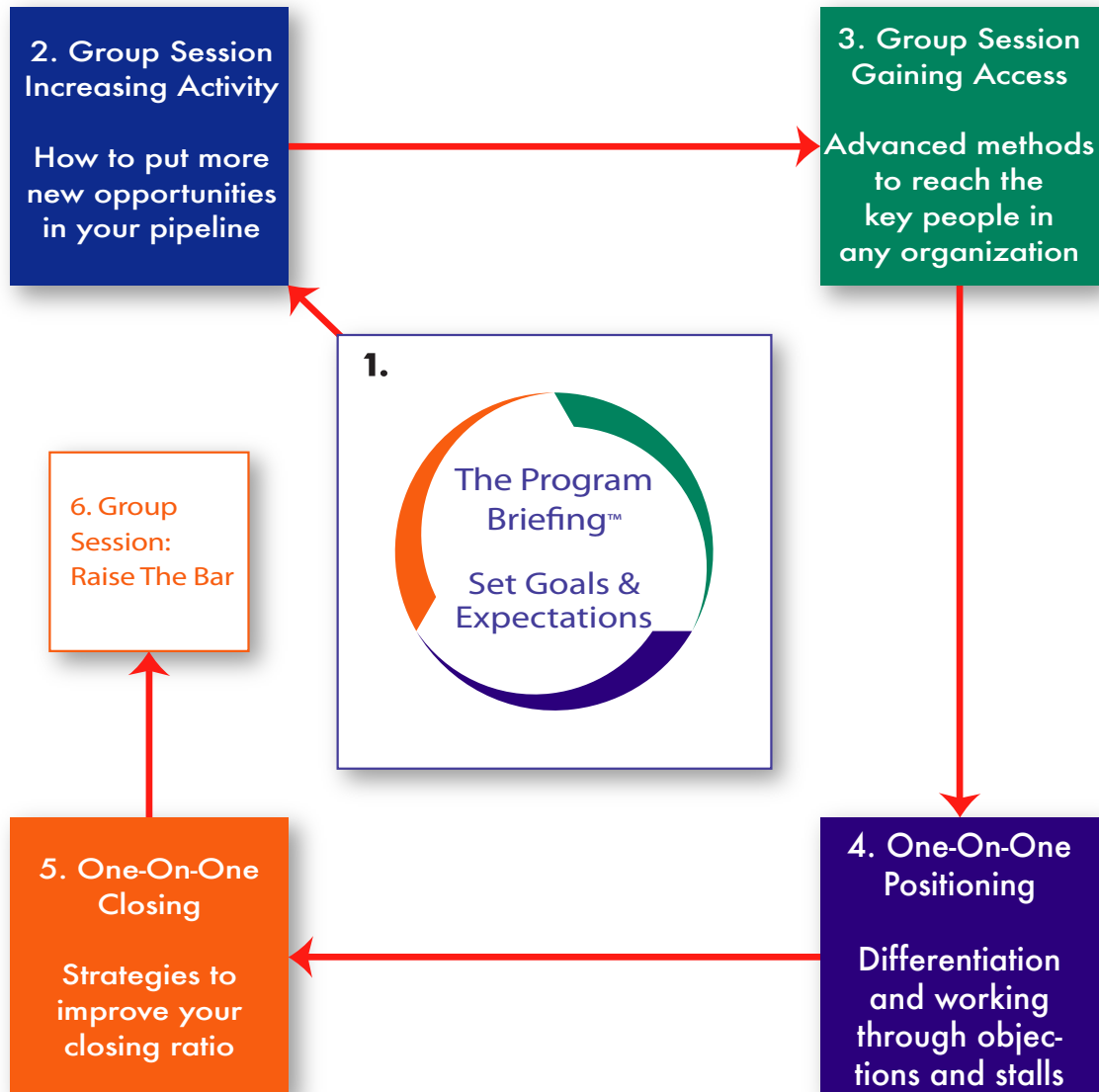


The Prospecting Coach™

Increase activity, drive the sale, close the business



Program Overview:

This program is designed for Sales Reps of all experience levels who prospect for new business. Groups of 4-5 Reps engage in weekly Individual and Group Coaching Sessions. During each session, Reps review tape-recorded calls from and discuss tactics for improving their results.

Strategic Tools & Concepts:

- Create Sales Stories that engage executives
- Increase activity levels and focus on new business
- Learn advanced tactics to reach executives sooner
- Conduct research on accounts quickly and easily
- Work through the most difficult objections
- Identify multiple opportunities in each account
- Follow up with the right people at the right times
- Gain commitment at each stage of the sales process