

**ACHIEVE YOUR 10X SALES
MASTERY BY BUILDING
UPON YOUR**

MINDSET | TOOLSET | SKILLSET



**BUILDING PASSIONATE
SALES TEAMS**

Helping Companies Grow

Faster | Better | Smarter

10X SALES MASTERY

Challenges You Will Overcome

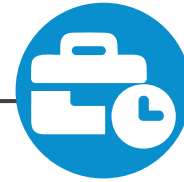
THIS WORKSHOP IS FOR YOU:

- ✓ If you wish to improve your win rates.
- ✓ If you are losing many major opportunities
- ✓ Your sales managers are not effective coaches
- ✓ If your sales marketing and service teams are misaligned
- ✓ If you need to recover from a difficult quarter or year.
- ✓ If you need to onboard new hires better and faster.
- ✓ If your sales forecasts are inaccurate and inconsistent.
- ✓ If you struggle to justify the value of your solutions
- ✓ If you wish to improve new product launch success
- ✓ If you value hands-on practical selling skills more than academic certificates.



DAY 1
PRE
PRESENTATION

- Sales Mindset
- Goals, Targets, KPI
- Pricing Strategy
- Positioning (USP)
- Competition Analysis
- Elevator Pitch
- Cold Calling Scripts



DAY 2
SALES
PRESENTATION

- Prospecting & Lead Generation
- Probe Problem
- Need Qualification
- Rapport / Mirroring
- Story Selling
- Blocking Objections
- Sales Demo / Offer



DAY 3
POST
PRESENTATION

- Overcome Objection
- Negotiation
- Persuasion Techniques
- Closing Sales
- After Sales Activities
- Upselling / Cross selling
- Referrals

Bonus 1 Checklists

- Checklists for Pre-Call and Post Call Preparation
- Checklist to Qualify your Customer
- Checklist of To Do's during 1st Meeting
- Checklist for Blocking Objections

Bonus 2 Script

- Intro Call & Appointment Setting Script
- Warm & Discovery Calling Script
- Follow-Up Call Script
- Negotiation & Closing Call Script

Bonus 3

- 6 Most Powerful Opening Questions for Rapport Building

Bonus 4

- 7 Most Powerful Closing Questions to WIN every Sale

Bonus 5

- Proven Templates to Overcoming every Objection





ROOF TOP SALES

THE BLUEPRINT FOR WINNERS

ENQUIRIES

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