

PROGRAM OUTCOMES

BREAKTHROUGH SALES TRAINING

FOUNDATIONS

As part of the 'Learn' series of programs, this program consists of 3 months of consecutive learning, meaning 2 hours of learning every week for 12 weeks. This program is designed to introduce the 9 step selling process, helping participants dive deep into the analysis or development of their own sales process.

1

PROGRAM INTRODUCTION

Familiarize yourself with online platform, course layout, & materials.

2

UNDERSTAND YOURSELF

Learn how your personality, limiting beliefs, & motivation effect your ability to sell.

3

UNDERSTAND YOUR PRODUCT

Develop your unique selling proposition for yourself, your product, & your company.

4

LEAD GENERATION

Learn strategies to build your personal brand and generate leads online.

5

TARGETING YOUR IDEAL CLIENT

Learn key steps to the sales process allowing you to identify, qualify, & engage your ideal customers & stakeholders.

6

CLOSING THE APPOINTMENT

Craft your script & build your persistence to win more appointments.

7

ENGAGING YOUR CLIENT

Learn how to set up and run your meeting to build long lasting relationships with clients.

8

THE POWER OF STORYTELLING

Develop a powerful sales presentation around storytelling & make a strong recommendation.

9

HANDLING OBJECTIONS

Learn how to anticipate & overcome objections to get a deal unstuck.

10

CLOSING THE DEAL

learn how to advance the sale to a close and how to get a deal unstuck.

11

MOVE BEYOND SATISFACTION

Identify ways that you can improve the client experience to surprise & delight.

12

RAVING FANS TO REFERRALS

Learn how to create raving fans and get referrals that lead to a significant increase in sales.