

Advanced Sales Strategies

Eight Week Roadmap

Week 1 – A Higher Sales Approach Process

Week 2 – Prospecting 202

Week 3 – Getting Commitments

Week 4 – Questioning Techniques

Week 5 – Pain and Challenges

Week 6 – Sales Appointment

Week 7 – Discovery & Resources

Week 8 – Presenting / Implementing

...and much much more.

Giving your sales approach a roadmap and strategy for healthy growth.

A Higher Sales Approach was developed to target experienced sales-reps that dealers were looking to grow their sales more consistently and with healthy business.

In the Office Technology and Imaging Industry we have been faced with colliding and emerging challenges with growing our sales. Mixed messages, buyers are smarter, and desperate competition that erode margins, making it more difficult to grow.

In the Higher Sales Approach, experience sales reps will learn how to take back control the sales process, manage the clients expectations and lure out any questionable misinterpretations. They will have the tools to prospect opportunities and feel comfortable doing it. They will be armed with a killer 30 second commercial that gets prospects to listen.

This program is focused on strategies that require a change in human behavior. It will equip your sales-reps to make high-value choices and execute with excellence in the midst of competing. It will enhance their performance, achieve sustainable results, and gain the ultimate competitive advantage.

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- ✓ Improve sales rep prospecting results
- ✓ Increase Net New Business
- ✓ Maintain value in a sales transaction
- ✓ Take back control of the sales process

A Higher Sales Approach

Advanced Sales Training