

8 Steps to Self-confidence and Sales Results

| | Kick start | Advanced Sales | Master Sales |
|---|------------|----------------|--------------|
| Goal definition and start-up meeting | ✓ | ✓ | ✓ |
| Definition of different targets groups / Avatars | ✓ | ✓ | ✓ |
| Priority of the clients | ✓ | ✓ | ✓ |
| Action plan | ✓ | ✓ | ✓ |
| Marketing | ✓ | ✓ | ✓ |
| Arguments | ✓ | ✓ | ✓ |
| Audio logo | ✓ | ✓ | ✓ |
| To sell a meeting on the phone | ✓ | ✓ | ✓ |
| Objections | | ✓ | ✓ |
| Sales budget | | ✓ | ✓ |
| Presentations | | ✓ | ✓ |
| Handling the price | | ✓ | ✓ |
| Negotiation | | ✓ | ✓ |
| Be – do - have | | ✓ | ✓ |
| Lowsale – upsale – crossale | | ✓ | ✓ |
| Testimonials | | ✓ | ✓ |
| Kick start meeting 2 hours | | | |
| Defining your now, goals, challenges, product and time schedule | ✓ | ✓ | ✓ |
| Common meeting with a client | 1x | 2x | 2x |
| Coaching in 1:1 meeting | 4x | 6x | 8x |
| Coaching on the phone meeting | 4x | 6x | 8x |

The This sales program is for salespeople, entrepreneurs and businesses who want to make a big result in their selling skill.

This is a program full of work, push and results. 100% hands on

We are working with theory and bring it down to your daily business, handling stops in your selling, role play both in selling on the phone and in 1:1 meeting

You can choose the intensity of the program from 3 – 12 months.