Elite Sales Process

Category:
Sales

Course Length:
Six two-hour sessions
(12 hours)

Materials:
$150 per participant

Cancellation Policy:
10 Business Days and
Before Assessments

**Minimum Number of
Students:**
4

**Maximum Number of
Students:**
200

The entire sales process from prospecting through post-sales, service, and upselling opportunities is completely analyzed and optimized.

Identifying prospects and executing a sales process is covered.

Every step, including Prospecting, First Meeting, Needs Assessment, Proposal, Negotiation, Close, and Post-Sales and Service is optimized.

Client communications, script writing, presentations, role-playing, and feedback/review are included.

Elite Sales Performance ensures sales people spend the majority of their time selling and are operating a specific process that is constantly examined and refined to ensure maximum efficiency and results. This forum also encourages team work and ensures best practices are internalized and codified throughout the organization.

Course Benefits:

- Storyboard current sales process
- Identify opportunities to improve processes
- Identify best practices and codify them throughout the organization
- Individual sales plans created and submitted to management for approval
- Targets set for sales, service, community involvement, referrals, networking, and other key critical success factors
- Script writing, marketing communications, presentations, and sales forms are examined and/or created
- Role-playing, coaching, and feedback provided