



February 2 Daily Call Notes

Today is going to be a GREAT day!

Delivering an effective sales presentation

Know your outcome

Determine how many presentations you will deliver to achieve your outcome

Determine your outcome for each meeting you have with the prospect

Create an outline for each meeting you have

Here the process

Build trust and rapport

Identify needs by asking questions

Bring the benefits to life

Close

In order to get better determine where your sales game is breaking down

Bob's game was breaking down in the close out of fear of asking for the order

Mary's game was breaking down from not cross selling

Bonus video on Pipeline - <https://youtu.be/ekIA2iyScGc>

Continuous Sales Improvement Master Class starts this Thursday at 5 pm pacific.

- To register go to <https://continuoussalesimprovement.com/home>
- Select Master Class

Continuous Sales Improvement Virtual Networking is on Thursday, February 18 from 8-9 am pacific.

- To register go to <https://continuoussalesimprovement.com/home>
- Select Elite Networking