



ONBOARDING SALES TRAINING



Foundational Learning Course

WHAT YOU WILL LEARN

- **Proactive vs. Reactive sales process**
- **How to create a sustainable sales funnel**
- **Creating and cultivating a productive and energizing sales meeting**
- **How to set up tours/calls for success**
- **How to make your follow up exceptional**
- **How to structure your day for success**



ONBOARDING SALES TRAINING

The details

TRAINING LENGTH: 6-7 HOURS

- **Training is completed
your choice of 2 or 3
sessions**

TRAINING STRUCTURE

Research shows smaller doses of learning improves retention and implementation of skills. Which is why we encourage training to take 2-3 weeks per course.



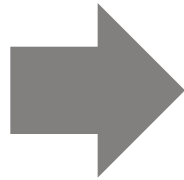


ONBOARDING SALES TRAINING

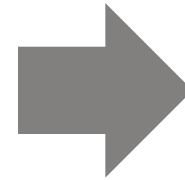
The Changes

Tools you learn to use:

NO DAILY ROUTINE

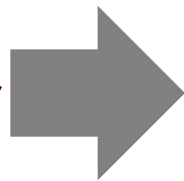


FLEXIBLE DAILY SCHEDULE

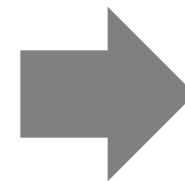


THE BEST BOARD, PRE-TOUR PLANNING

NO ACCOUNTABILITY

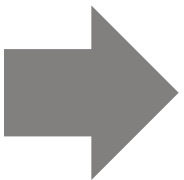


DAILY ACCOUNTABILITY

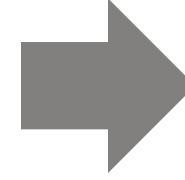


THE BEST BOARD, SALES MEETINGS

REACTIVE SALES

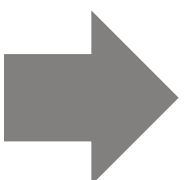


PROACTIVE SALES

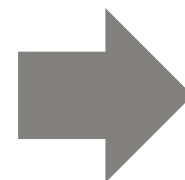


TOP 30, CATEGORIES, THE BEST BOARD

NO STRATEGIC PLANNING FOR SUCCESS



DAILY STRATEGIC PLANNING FOR SUCCESS



THE BEST BOARD