

# PROACTIVE SALES TRAINING

## WK 1

- PROACTIVE SALES VS REACTIVE SALES
- CURRENT SALES PROCESS REVIEW
- COMMUNICATION TOUCH POINTS
- PRE PROACTIVE SALES CHECKLIST

## WK 2

- PROACTIVE TARGET MARKETS SPECIFIC TO YOUR BIZ
- FINDING THE RIGHT PERSON TO CONTACT
- METHODS OF CONTACTING THE RIGHT PEOPLE
- INTRO TO THE 6 WEEK PROACTIVE SALES PLAN

## WK 3

- HOW TO SELL TO SMALL BUSINESSES
- PROACTIVE SALES GUIDELINES
- STRATEGIC PROBLEM SOLVING
- ENGAGEMENT STRATEGIES

## WK 4

- PERSONALISED 6 WEEK PROACTIVE SALES PLAN
- REAL LIFE EXAMPLES (YEP IT'S PHONE TIME)
- RECAP & MINDSET

YOU'VE  
GOT  
THIS!