

SALES TRAINING FOR BUSINESS

WK 1

- PROACTIVE SALES VS REACTIVE SALES
- CURRENT SALES PROCESS REVIEW
- CUSTOMER JOURNEY MAPPING
- ETC PROCESS (ENQUIRY TENTATIVE CONVERSION)

WK 2

- EMAIL TEMPLATES TO SMOOTH YOUR PROCESS
- UNDERSTANDING CONVERSION RATES
- MEASURING & REPORTING YOUR CONVERSIONS
- GOAL AND ACTION PLAN TO INCREASE CONVERSIONS

WK 3

- COMMUNICATION TOUCH POINTS
- SHORTENING THE LADDER BETWEEN ENQUIRY TO CONVERSION
- FOLLOW UPS, THE WHEN & HOW
- SALES MINDSET

WK 4

- HOW TO QUOTE WITH CONFIDENCE
- NEW SALES PROCESS REVIEW
- GOAL & ACTION PLAN CHECK IN
- CHECKLIST OF ITEMS YOU NEED BEFORE YOU PROACTIVELY SELL

YOU'VE GOT THIS!