

When salespeople approach you do you wish they'd have your important interests in mind?

So do your prospects.

Prospecting to Create Interest

ONLINE | SELF PACED COURSE



How to utilize an effective prospecting system that gets results.

IN this course, you will learn how to leverage your past success and use a proven seven-system to identify, classify, and approach high level people and successfully create new interest. This system will provide you insight into both sources of leads as well as information. You'll learn or be reminded of important areas of interest to people in various levels in an organization. You'll learn how to use that knowledge to create interest in your solutions. We will also offer you tips on creating internal advocates from existing clients. You'll practice how to qualify an opportunity and how to plan ahead to get the most out of each sales appointment.

[CONTACT US FOR MORE INFORMATION]

LESSONS

- 1) How to Use This Course
- 2) Introduction
- 3) Initial Prospecting Exercises
- 4) Seven Point Prospecting System
- 5) Prospecting For New Business within Existing Accounts
- 6) Pre-call Planning for Success
- 7) Knowledge Assessment

