

Sample One Day Training Agenda

1. The Sales Profession: Congratulations! You have chosen 2025's most lucrative business profession and why.
2. Financial Industry: You work in an industry that is predicted to experience explosive growth over the next five years.
3. The Best Practices of 2025's Most Productive Sales Professionals.....
 - Upgrade Your Sales Attitude
 - Prospecting Best Practices
 - The Art of Leaving a Voicemail that will get Returned.
 - How to Write Email That Will be Opened, Read and Acted Upon
 - The Importance of Failure in Sales!
 - Seize Every Opportunity!
 - Speed is vital in Client Follow-up
 - What is Your Brag Factor? - How to Make Your Customers Say "Wow"
 - Fun- A Distinct Competitive Advantage.
 - How to Triple Your Current Number of Sales Referrals. A Referral has 11 Times the Revenue Potential of a Traditional Prospecting Call.
 - Up-selling- Value vs. Price.
 - Generating Repeat Business and Referrals

Please call with any questions.

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