

7 Habits of High Performing Sales Teams

There are consistent behaviors and habits that successful salespeople use day in and day out, year after year to achieve their goals. In fact, research validates that top tier producers follow a mile-stone centric sales process that helps drive their behaviors, habits and results. In this powerful sales & management workshop, participants will learn:

1. Why the only "A" priority is prospecting
2. The formula for sales success
3. How to be unique
4. How to set qualified appointments
5. How to eliminate the shoppers
6. How to close key accounts faster
7. How to 'track' your way to close more business

As a bonus, Anthony Cole Training Group, will lead the group through a discussion of networking best practices to make sure that you are leveraging every opportunity at industry events. With this high-tech world we operate in, salespeople must leverage every chance when face to face with a prospect.

Want more information?

Call us at (877) 635-5371, ask for Jeni or email: jeni@anthonycoletraining.com



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