

How Top Producers Prospect for Business

Successful salespeople consistently ask for introductions. It is part of their prospecting routine. However, many salespeople are hesitant or uncomfortable asking their clients for introductions. If you are relationship manager or salesperson who needs an effective, easy and repeatable process for turning your current, happy clients into your personal advocates, this workshop is for you. This one practice, when done effectively, will have more impact on your business than any other prospecting strategy.

Participants will learn:

- The power of the Prospecting Attitude – finding, acquiring and developing relationships *is* taking care of the prospect and the #1 job!
- How to achieve the "ask for introductions" attitude
- How to implement a proven 5-step process to help you be more comfortable and systematic in your approach
- How to leverage information on LinkedIn so that you can know who your best clients know in advance
- Actual "getting introductions" language to use and customize to your approach

Want more information?

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



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