

## **Build Your Sales Success Formula**

Do you or your sales team have roller coaster sales? Are you able to accurately predict how your month or quarter will play out against your sales goals? If not, you have not developed a Sales Success Formula, which is the secret that all great salespeople have mastered.

It might seem like people who sell a lot have that special 'way with people', but the secret is more in their dedicated approach to creating a sales plan, focusing on the right activities, tracking the results of those activities and redirecting when they get off course.

In this highly interactive session, you and your salespeople will learn:

- How to set higher standards for success in sales with the 10% difference
- How to get past your own 'sales excuses' and address your real selling issues
- The 5 step process for creating your individual and team Sales Success Formula
- How the Success Formula will help you master a more effective selling system
- How to identify the leading business indicators and activities that drive your success
- A disciplined approach to increase your sales and meet your sales targets!

**Want more information?**

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



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