

Prospecting For Leads Like A Pro

COURSE OVERVIEW

In this one-day workshop, you will become skilled at prospecting and learn the 80/20 rule.

After this workshop, you will know who to target and how to target them, and commit to do some prospecting every day through warming up cold calls, following up on leads, or networking.

You will also build your personal prospecting plan and learn how to ensure your future by planting seeds daily.

KEY SUBJECT AREAS

- Targeting your market
- The prospect dashboard
- Setting goals
- Why is prospecting important?
- Networking
- Public speaking
- Trade shows
- Regaining lost accounts
- Warming up cold calls
- The 80/20 rule

LEARNING OUTCOMES

This workshop will enable the participant to:

- The importance of expanding your client base through effective prospecting.
- How to use a prospecting system to make you more successful.
- How to identify target markets and target companies with the 80/20 rule in mind.
- How to develop and practice networking skills at every opportunity.
- How to develop, refine, and execute the art of cold calling

Prospecting is one of the keys to your sales success. Prospect like a pro and build your future sales today.

Duration: 1 Day

Unique features

The Prospecting For Leads Like A Pro Workshop is designed to meet current market trends.

- Professional facilitators use the most up to date accelerated learning techniques.
- An interactive, relaxed atmosphere with real world examples.
- Modern presentation methods using audio and visual presentations.

Who should attend?

Any sales person who wants to ensure their future sales by learning how to prospect effectively.

Includes...

- Resource material & workbook.
- Training 101 Certificate
- Quick reference guide.

Contact us for more information
or to register on a workshop:

P: 0800 801 233