



Outside Sales Training is Ideal for



- ◆ Independent Contractors
- ◆ Distributors sales team
- ◆ Manufacturers representatives

Selling Systems

“I took the outside sales training program and saw an instant spike in my sales efforts. I opened more accounts, refined my time management and increased my closing percentages all in the first month.” **Susie, Manufacturer’s Rep**

- Developing a relationship with owners and managers that make you a part of the team
- Creating a partnership with the licensed professionals working in your region
- Orchestrating the ultimate win/win with spas, salons and wellness centers
- Creating an account entry plan
- Becoming the go to salesperson, sage and teacher
- Refining and learning metrics for creating sales: If you can’t measure it you can’t manage it
- Master merchandising and inventory stems for results.



Work Smarter
Get Results!



- Creating action oriented emails
- Solution based selling
- Adding value to your sales
- Turning “no” into “yes”
- Action oriented goal setting
- Time & Client Management

Results

“This class and materials gave me real tools to build my business, close sales and improve my working relationship with the salons and spas that I service,”
Marcus, Regional Sales Manager

- Creating a Culture of competency and care
- Gaining and keeping your momentum
- Handling larger accounts and complex sales
- Learn to actively listen
- Building your region and your “religion”
- Product Knowledge for Everyone: Client, Technician and Manager



Includes a Complete Kit for Sales Success:

- ◆ Customizable sales programs for your rep’s and their clients
- ◆ Methods for leaving voice mails that get immediate attention
- ◆ Attention getting email templates
- ◆ Social Networking Tools
- ◆ Easy to use formulas for selling through retail
- ◆ Sure fire closing strategies