



Sales 101

1. Sales-101-Foundation:

- a. Preparing for Success
- b. Get Organized for Success
- c. Communication
 - i. Communication Skills
 - ii. Elements of an Effective Presentation
 - iii. Effective Note Taking & Communication Confirmation
- d. Building & Defining Expectations
- e. Key Initiatives
- f. Building Confidence
- g. Seeking Feedback & Debriefing

2. Sales-101-Process:

- a. Introduction
- b. Relating
- c. Discovering
- d. Advocating
- e. Supporting

3. Becker Earning Insights:

- a. Character is essential
- b. How to deal with problems
- c. How to develop great long term customers/friends
- d. How to begin a new project/job
- e. How to price a job
- f. Time Management
- g. How to prepare for the future

Sales Process Training & Proven Sales Strategies from Successful Sales Professionals. Whether you are relatively new in a sales role or an experienced veteran, this class has proven to be extremely valuable to past participants!!