

# Sales Training Packages



## 3-hour Workshop (min 5 people)

- In person = \$500 per person\*
- Webinar = \$250 per person

## Full Day Training Session (min 5 people)

- In person = \$900 per person\*
- Webinar = \$700 per person

\*plus travel expenses

Call or email to get started [ben@salisburycreative.com](mailto:ben@salisburycreative.com) 469-265-2210

## For Sales Leaders

### What you'll learn:

- How and why to narrow the focus of sales activity
- What to measure and why
- Best practices for goal setting
- Best practices for at-risk compensation (bonus)
- How to hire superstars
- Intro to CRM tools and how to use them
- How to lead well without micro-managing your team

## For Sales Reps

### What you'll learn:

- How and why to narrow the focus of sales activity
- Keys to achieving consistent sales results year after year
- How to make sure your first appointment won't be your last
- 4- step sales cycle process to achieve sales that "stick"
- Why service-after-the-sale is the key to long term success
- Best practices for managing your time
- Intro to CRM tools and how to use them