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in two lines or less

Enter speaker name

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Month ##, 2019



Blueprint Presentation Title Slide

Enter Speaker's Name

Month ##, 2019



Agenda

- 1 Enter topic here
- 2 Enter topic here
- 3 Enter topic here
- 4 Enter topic here
- 5 Enter topic here

The background of the slide is a blue surface with a white grid pattern. In the foreground, there is a silver pen, a pair of compasses, and a ruler. The ruler is white with black markings and numbers, showing the numbers 1 through 7. The compasses are silver and are positioned horizontally. The pen is silver and is positioned diagonally. The overall scene suggests a technical or engineering environment, which is a metaphor for a blueprint.

What Is Sales Blueprint?

Sales Blueprint is our foundational plan, or blueprint for success, to drive sales excellence, which we define as our ability to do two things really well:

1. Develop the world's most capable sales professionals
2. Deliver value to our customers by deeply understanding their business and investing in their success

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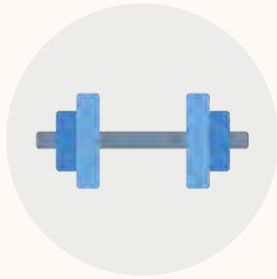
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Process

What We Do

The “what”: **stages, key activities, and exit criteria** that define how our teams engage with our Customers



Competencies

How We Define Best Practice

The **knowledge, skills, and behaviors** that our best-in-class sales teams embody with our Customers



Methodology

How We Do It

The “how”: **frameworks, and tactics our teams use** to drive best-in-class customer experiences



Coaching

How We Grow & Continuously Improve

The **frameworks and skills our Managers use** to diagnose and up-level the capabilities and performance of our teams

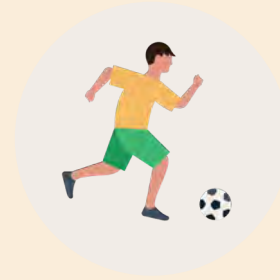
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Process

Rules of the game

Objectives, instructions, roles & responsibilities for each player



Competencies

Skills to Master

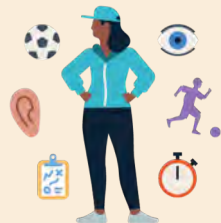
The skills & behaviors a player needs to execute strategies flawlessly & consistently



Methodology

Winning Strategies

Tactics & strategies to get the ball down the field and into the goal



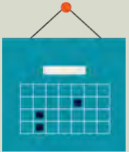



Coaching

Inspiring Excellence

Leader who understands the rules of the game, the strategies required to win & can help their players master the skills that will make them world-class

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List 2 Title

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- Bullet point 3
- Bullet point 4

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Intro to
Craig Wortmann
Coaching Excellence



Section Title

Subtitle goes here

“Enter Quote”



Enter name

Enter a big idea or
statement here in two lines





Thank You!