



Webinars are 20 – 30 minutes in length and focus on specific product, process or procedures for the: FS = Financial Services
SM= Sales Management
SC= Sales Consultant

Webinar Series Subject Matter	FS	SM	SC
• <i>Selling in Today's Digital Market</i>	X	X	
• <i>The 5 Biggest Mistakes Sales Consultants Make and how to Avoid Them</i>		X	
• <i>How to Make a Great First Impression</i>	X	X	
• <i>How to Discover Your Customers True Wants and Needs</i>		X	
• <i>Ethics & Compliance Essentials</i>	X	X	X
• <i>Keys to Leasing</i>	X	X	X
• <i>Conversion Techniques</i>	X	X	X
• <i>Setting the Stage</i>	X	X	X
• <i>Leadership Essentials</i>	X	X	
• <i>How to Win at E-commerce</i>	X	X	
• <i>Coaching for Performance</i>	X	X	
• <i>How to Deliver and Academy Award Presentation and Demonstration</i>	X		X
• <i>How to Win at Prospecting and Follow-up</i>	X	X	X
• <i>Shaping the Sale</i>	X	X	X
• <i>Lender Relations</i>	X		
• <i>Initiation of the Financial Service Process</i>	X	X	X
• <i>How to Win at the Discussion of Price</i>	X	X	X
• <i>How to Hold the Team Accountable</i>	X	X	
• <i>Mastering the Menu/Option Disclosure Presentation</i>	X		
• <i>Mastering the Phone</i>	X	X	X
• <i>Getting the Business</i>	X	X	X
• <i>Desking for Dollars</i>	X	X	
• <i>Creating an Advantage</i>	X	X	X
• <i>Financial Services Product Specific</i>	X		
• <i>And much more...</i>	X	X	X