

Sales



Luminaries Consulting, LLC

Are your sales people achieving the results they need? This one-day workshop will help them grow business quickly and efficiently through an understanding of the buyers journey, a proven sales process and foundational skills. With plenty of time for practice and application, expect your team to be filled with renewed vigor and immediately applicable tools and techniques to grow their business.

Audience

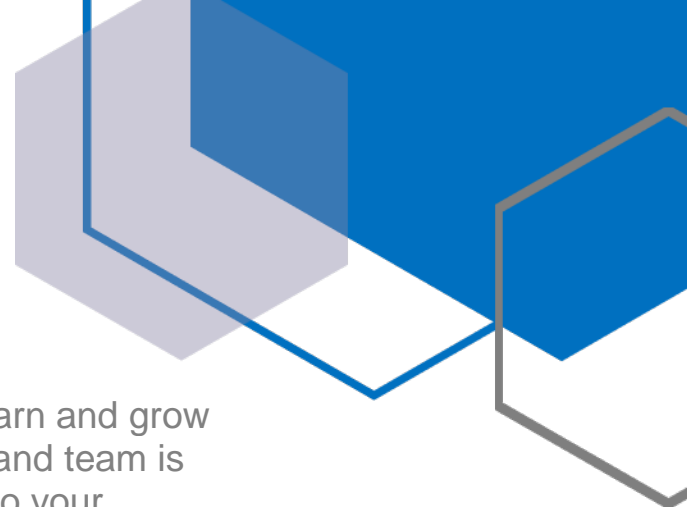
Individuals who are responsible for all or part of the sales process, or those who manage sales teams. Applicable for both new and seasoned sales professionals seeking to elevate their skillset.

Participants will be able to

- Identify the mindset of a successful salesperson
- Lead your client through the buying process through aligned sales activities
- Communicate a compelling message based on your client's needs
- Prepare for and manage a meeting to uncover your client's key business issues

The organization will gain

- A shared foundation of sales language and process
- Enhanced efficiency and effectiveness of sales team
- A more consistent client experience during the sales process
- Improved close rates



Customized Solutions to Drive Client Impact

Our courses are designed to help all participants learn and grow their business. We also know that every company and team is different, so we offer customized solutions tailored to your unique needs.

Content Highlights

Through a fast-paced mix of content, practice and application activities, this course will cover:

- The mindset of the successful sales person
- Client buying process
- Aligned sales activities
- Conducting research on organizations
- Qualifying client opportunities
- Gaining access to decision makers
- Preparing for and conducting discovery conversations

Pricing

- \$475 / person for 6-8 participants**
- \$450 / person for 9-12 participants**
- \$425 / person for 13-18 participants**

Customization Opportunities

Customization can be done to any part of the course. Likely areas include:

- A sales mindset or approach your team currently leverages and/or leadership believes in
- Your organization’s sales process
- Prospecting tools for research, ideal customer profile, buying roles and needs
- Specific roles and expectations or a segmentation approach
- CRM, if you have one you use internally

Pricing:

- \$0 for custom messaging**
- \$1500 for content customizations**