

Organised Persistence: Sales Prospecting

Live online course with an expert facilitator: Two three hour sessions

Are you looking for the best way to generate quality new client opportunities?

Then look no further. This online training course will provide you with the proven skills, knowledge and attitude to build a sustainable new business pipeline, without ever having to cold call. Key learning points include:

- A proven process to get new business leads and new opportunities with less effort.
- How to gain additional business and referrals from existing contacts and JV partners.
- Save time and effort using proven online business-development tools and techniques.
- Stay up-to-date with the best online and automated tools to help you get results fast.

Regardless of your experience, you will gain a great prospecting process, learn a few new skills plus the motivation to use them! This online live training includes the best of both online and off-line prospecting techniques – uniquely combining them for maximum effectiveness.

Course format

- *Live online learning course with an expert facilitator*
- *Interactive, engaging and practical*
- *Two three-hour live online training modules*

Who will benefit?

Sales professionals, freelance consultants, business professionals and owners, sales and marketing consultants, managers and directors.

Learning objectives

The overall objective of this course is to give you a complete process for getting new business leads; a process that you can build into a simple daily and weekly routine.

The Organised Persistence process;

1. Key principles: Organise persistence and the 5x5 model.
2. Email writing and automated email marketing; plus webinars and events,
3. LinkedIn marketing: Sourcing contacts; in-mails and using navigator.
4. Telephone prospecting and warm calling – how to get an online meeting.
5. Existing contacts and third-party referrals' JV and affiliates.
6. First meeting skills using an online meeting platform, such as Zoom.

These six elements will give you a solid and sustainable lead generation process.

Call 07515 851 691 or rmail: grp@brilliantcustomerservice.co.uk for more details.