



VIRTUAL SALES ACADEMY

A COMPLETE MODERN BUSINESS DEVELOPMENT SYSTEM

THIS PROVEN SYSTEM COMBINES WEEKLY LIVE COACHING, REAL-TIME SUPPORT, AND FULL ACCESS TO 80+ ON-DEMAND LESSONS, TEMPLATES, AND EVENTS ALL DESIGNED TO HELP YOU MASTER MODERN SALES, BUILD ELITE HABITS, AND DRIVE CONSISTENT GROWTH.

THE PROBLEM

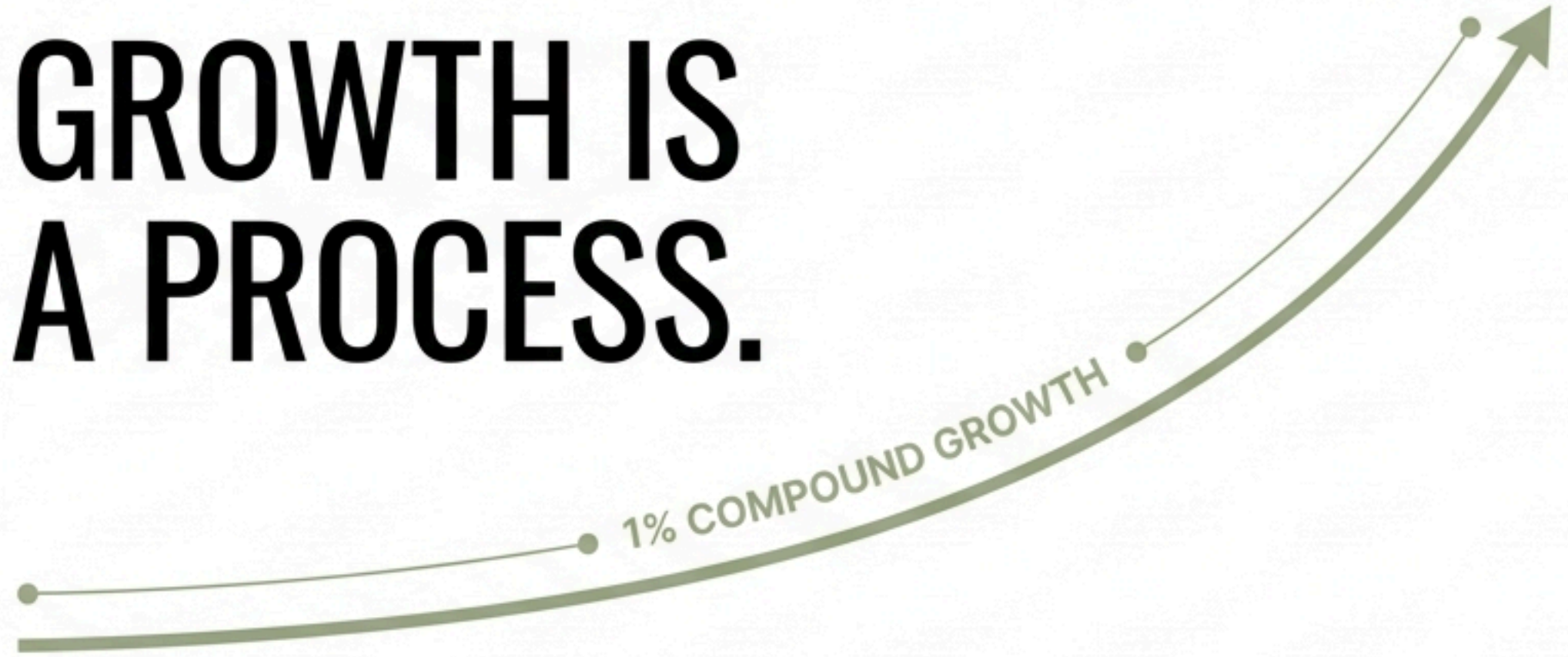


Training is an Event.

Most training is forgotten within a week because it lacks reinforcement. It creates a temporary spike in motivation, but no lasting change.

THE PHILOSOPHY

GROWTH IS A PROCESS.



GOTB is not just a library of videos; it is a gym for business performance. We focus on **Elite Habits**.

- ✓ **Consistency > Intensity:** Habits are built through daily repetition, not one-off seminars.
- ✓ **Process Optimization:** Focusing on the systems that drive results, rather than just the results themselves.
- ✓ **The 1% Mindset:** Getting 1% better every day through structured discipline.

01

A PROVEN SYSTEM FOR LASTING IMPACT

The Get On the Ball Sales Academy is a fully virtual coaching and development program designed for modern sales professionals and sales leaders. We equip sellers with the mindset, habits, and frameworks required to sell consistently, build trust, and drive predictable results. This is more than sales training. It is a system for long-term performance.

This is a system designed to help you master sales fundamentals, build elite daily habits, and create repeatable success that compounds over time.

EXPERT LEADERSHIP



STEVE NUDELBERG, CHAIRMAN

Serial entrepreneur, award-winning sales trainer, business development expert, TEDx speaker and author. Specializing in process optimization, relationships, and pipeline development, he helps CEOs, leaders, and organizations drive professional growth.



MARC NUDELBERG, PRESIDENT & CEO

TEDx speaker, Author, award-winning leadership & sales coach and former NCAA Division I football coach. He works with individuals, teams, and organizations, specializing in leadership development, modern sales strategies and overall professional growth.

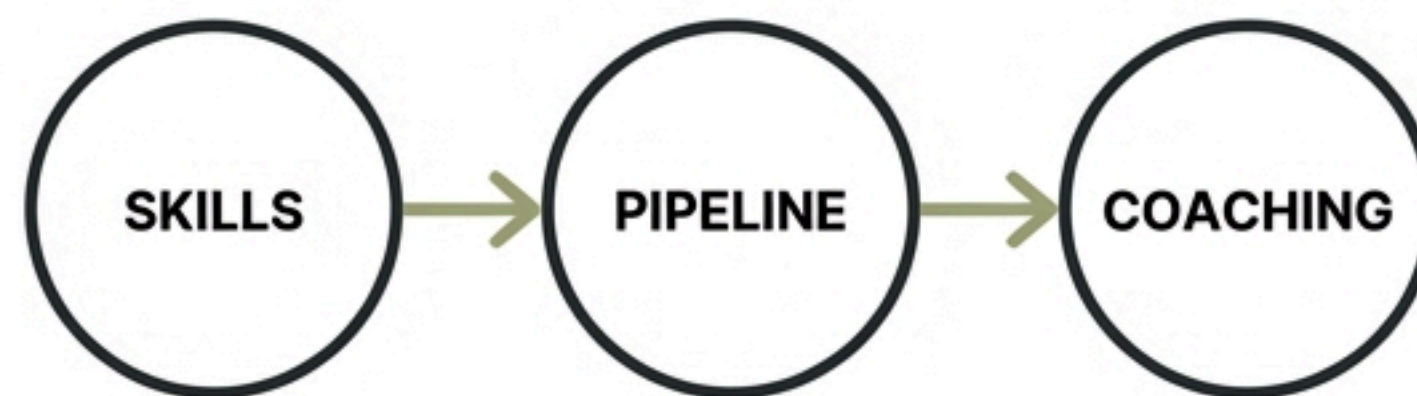
A FULLY VIRTUAL COACHING & DEVELOPMENT PROGRAM

THE MISSION

Designed for entrepreneurs, CEOs, sales leaders, and professionals.

Sharpen professional skills, grow your pipeline, and receive consistent coaching.

A proven system combining live coaching, real-time support, and on-demand lessons to help you master modern sales and drive consistent growth.



WHAT'S INCLUDED IN YOUR MEMBERSHIP



LIVE COACHING & SUPPORT

- Weekly Virtual Huddles (96 Total)
- Monthly Virtual Accountability Calls (12 Total)
- Real-time support via private group chat



ON-DEMAND LEARNING

- Full access to 80+ chapters
- 7 Core Courses
- Mobile-friendly platform



TOOLS & COMMUNITY

- Templates, scripts, & checklists
- Execution guides
- High-performing peer group & referrals

THE 7 CORE DISCIPLINES

80+ Chapters of On-Demand Strategy

01

MINDSET

02

**TIME
MANAGEMENT**

03

**MODERN
BUSINESS
DEVELOPMENT**

04

**SOCIAL
SELLING**

05

**VIDEO
SELLING**

06

NEGOTIATION

07

**VIRTUAL
COFFEE**



PIPELINE: MORE MEETINGS, FASTER

Daily Prospecting Playbook

Know exactly who to reach, what to say, and how to spark conversations through video, social, and personalized messaging.

Efficiency

Follow a step-by-step plan from identifying targets to moving deals forward. No more wasted effort.

**BOOK 1,200 NEW
CONVERSATIONS
A YEAR**

DOMINATE THE DIGITAL SPACE

SOCIAL SELLING (LINKEDIN STRATEGY)

- Learn to use LinkedIn with purpose.
- Build a presence that creates visibility and sparks conversations.
- Position yourself as someone worth talking to.



VIDEO SELLING STRATEGY

- Video is not optional anymore.
- Gain confidence on camera to stand out in inboxes.
- Humanize your message and drive better engagement.

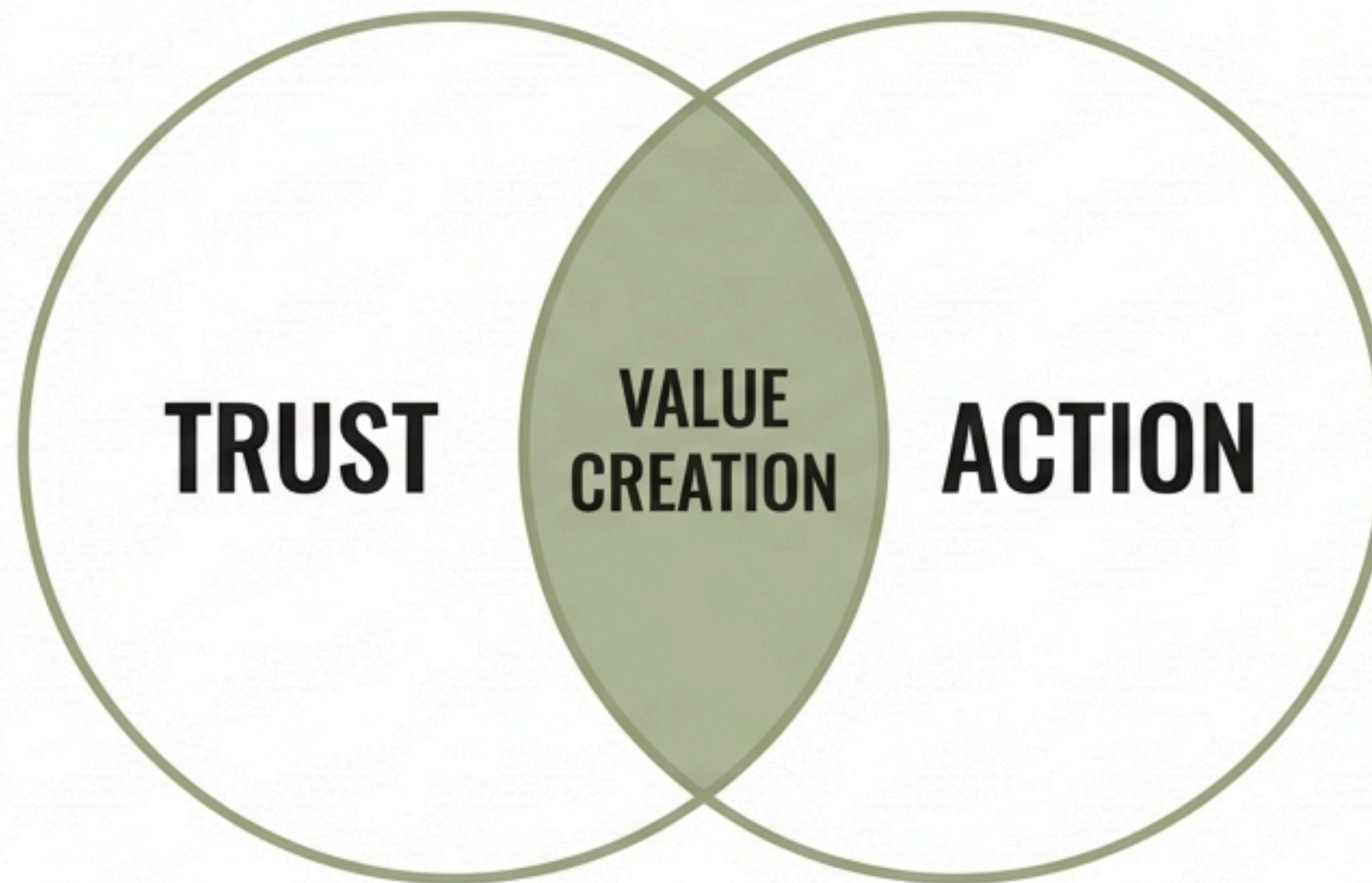


COMMUNICATION THAT MOVES DEALS

PROPRIETARY TACTIC: VIRTUAL COFFEE

Master a simple but powerful conversation framework.

Turn a 15-minute visit into a real opportunity without cold pitching. Build trust quickly.



NEGOTIATION & COMMUNICATION

Manage objections and protect value. Close deals with confidence. Use language that connects and invites action from first touch to final close.

A CALENDAR BUILT AROUND REVENUE

TIME MANAGEMENT

- Take back control using the Eisenhower matrix.
- Leverage 15-minute execution blocks.
- Follow Daily Marching Orders to focus on what drives pipeline.

MINDSET

- Build elite habits and identity.
- Show up like a pro even when pressure is high.

	EXECUTION BLOCK					
				EXECUTION BLOCK		

COACHING, ACCOUNTABILITY, & COMMUNITY

→ **PRIVATE GROUP CHAT**

Real-time support to solve challenges instantly.

→ **NETWORK STACKING**

Access a high-performing peer group that shares wins and referrals.

→ **REGULAR ACCOUNTABILITY**

Monthly reviews and weekly huddles to ensure you stay on track.

TRANSFORMATIONAL RESULTS



GOTB changed my life. I was in a major funk post-COVID—and this community got me back on track. The 1% better mindset, morning routine, and time-blocking strategies have been game-changers.

— Jonathan Ahrens, Partner at RubinBrown



The huddles, top-down accountability, and coaching across every personality type have transformed my business—and my life.

— Joy Lynskey, Founder/CEO Jewel Toned Interiors



I've done all the sales trainings—this is the only one that reignited my passion for business development.

— Joey Janssen, President Two Twelve Benefits

IMMEDIATE BUSINESS IMPACT



One month after training, I closed a **140-life group** using their exact LinkedIn process. It works—and it builds real engagement and trust.

— Deric Fernandez, President of Benefit Pro



In 4 weeks, I brought in **4 new leads** thanks to the mindset and training from GOTB. The impact was immediate.

— Grant Gorski, Director at Hotwire Communications

CHOOSE YOUR PATH TO EXCELLENCE

SALES ACADEMY

\$150/mo
or \$1,297/yr

96 Huddles, Sales
Accountability, 7 Core
Courses.

THE BUNDLE (BEST VALUE)

\$225/mo
or \$1,997/yr

INCLUDES EVERYTHING

Access to BOTH Sales &
Leadership Tracks + All
Accountability Calls.

LEADERSHIP ACADEMY

\$150/mo
or \$1,297/yr

96 Huddles, Leadership
Accountability, 19 Core
Courses.

Individual memberships available monthly. Enterprise pricing upon request.

MEMBERSHIP RECAP: WHAT YOU GET

- ✓ 96 Live Huddles (East & West Coast options)
- ✓ Monthly Accountability Calls
- ✓ On-Demand Library (Lifetime access while active)
- ✓ Templates, Scripts, Checklists
- ✓ Community Access

ENTERPRISE: BRING GOTB TO YOUR ORGANIZATION

Scale the System.

- Build a uniform language for sales and leadership across your entire company.
- Company-specific coaching calls.
- Team-wide access to Daily Marching Orders.
- Custom pricing packages.

START YOUR SALES JOURNEY

JOIN THE COMMUNITY OF PROFESSIONALS COMMITTED TO GROWTH AND EXCELLENCE

getontheball:
VIRTUAL TRAINING ACADEMY

GET ON THE BALL