

SALES ACADEMY

10 CORE COMPETENCIES

NOTE: BANGKOK SESSIONS COMMENCE AT 1PM



10 COMPETENCIES OF HIGHLY SUCCESSFUL SALES PEOPLE	PREPARE FOR SUCCESS	PRESENT AND AGREE
1. Goal Driven	<p><u>12:00 PM</u> Goal Driven</p> <ul style="list-style-type: none"> Share Your Challenge S.M.A.R.T vs D.U.M.B. Goals Success Formulas 	<p><u>12:00 PM</u> Present Well</p> <ul style="list-style-type: none"> Elevator Pitch FABi Selling Value Hypothesis
2. Great Impressions	<p><u>01:30 PM</u> Great Impressions</p> <ul style="list-style-type: none"> 7-11 Rule Position in 4 Steps Schema Busters 	<p><u>01:30 PM</u> Address Concerns</p> <ul style="list-style-type: none"> Noble Purpose Indifference Probes Clarify, Cushion, Respond
3. Good Prospects	<p><u>03:00 PM</u> Good Prospects</p> <ul style="list-style-type: none"> SMART Brainstorming The Master Matrix A-List 	<p><u>03:00 PM</u> Reach Agreement</p> <ul style="list-style-type: none"> (Virtually) 93% Non-Verbals Benefits-Opinions The 94% Proposal
4. Present Well		
5. Address Concerns		
6. Reach Agreement		
7. Negotiate Nicely	<p><u>12:00 PM</u> Negotiate Nicely</p> <ul style="list-style-type: none"> Are you clients #1 choice? Know your situation R.O.I Be a Dry Towel 	
8. Good Referrals	<p><u>01:30 PM</u> Good Referrals</p> <ul style="list-style-type: none"> 2 Step Referral Method The Advice Technique The Digital Rolodex 	
9. Follow Up	<p><u>03:00 PM</u> Follow Up</p> <ul style="list-style-type: none"> Show Your Care Calls 6 Step Recovery Decision Debriefs 	<p><u>12:00 PM</u> Your Biggest Challenge Address</p> <ul style="list-style-type: none"> Winslow Assessment Advice Accountability Partners Scripts & Practice
10. High Performance Habits		<p><u>01:30 PM</u> High Performance Habits</p> <ul style="list-style-type: none"> MVP Lists L.O.V.E Letters 6 Minutes of Power
		<p><u>03:00 PM</u> Best 2-3 Ideas</p> <ul style="list-style-type: none"> Best Implementation Ideas By When Expected Results
	NEGOTIATE AND DELIGHT	TAKE ACTION

THE JAMMTRAIN DIFFERENCE

A RECOGNIZED QUALIFICATION FOR ELIGIBLE PROGRAM GRADUATES.

01 Participants are supported by expert one-on-one coaching by Winslow Authorized Coaches

02 Review of Action Plan Results after 7-30-60 Days

03 Results backed by the JammTrain Performance Guarantee