



GCI Master Sales Series

A Skills-Based Approach to Sales Success

- Introduction to Sales – Begin the groundwork for a sales model – 4 hours
- Develop your company power statement to use in all forms of prospecting – 4 hours
- Prospecting methods to grow your business – 4 hours
- Blend multiple prospecting approaches – 4 hours
- Understand the 30-day rule to keep the pipeline full – 4 hours
- Develop a focused plan to have the most impact with your CRM – 4 hours
- Techniques to get out of a sales slump – 4 hours
- Methods to protect prospecting time – 2 hours
- Identify prospecting outcomes – 4 hours
- Learn messaging to make an impact – 3 hours
- Finding and beating Goliath – The “dream clients” – 4 hours
- Build the business as a client service model (partnerships and alliances) – 4 hours
- Enhance task and time management – 4 hours

ABOUT JOHN GRUBBS

John has spent over 20 years as a sales professional and master sales trainer. Everything John teaches comes from his own experience in business development. His training hits hard because it is skills based and not just sales theory. Attendees practice proven skills to be more effective. After completing John's training, sales reps will have the confidence to utilize new skills and close more deals.

TESTIMONIAL:

"John really opened my eyes and changed my approach to every sales interaction. Your technical-minded staff will be served. John will challenge them. I certainly have grown, both personally and professionally, by his training."

Kreg Hadley, Sales Engineer