



Sales Prospecting Training

Sales prospecting can be both rewarding and challenging. Many sales professionals find enjoyment in the aspect of their job. However, without management it can easily lead to failure. The key, to achieving the results lies in learning how to influence your sales outcomes and improve productivity. Implementing methods on can have significant effects in the long run. This training course is designed for sales professionals who aim to boost profits and refine their skills through sales prospecting. Throughout the course you will gain insights into techniques such as pacing yourself before making a call creating prospecting boards identifying target markets and more!

Course Overview

In this session we will provide an overview of what you can expect during the workshop. You will also have the opportunity to establish your personal learning goals.

By the end of this course participants will;

- Understand the significance of expanding their customer base through prospecting.
- Learn how to utilize a proven prospecting system, for success.
- Be able to identify target markets and prioritize businesses using the 80/20 rule.
- Grasp how to develop and apply media skills effectively in situations.
- Understand the process of developing, refining and implementing calling techniques.

Identifying Your Target Market

Participants will explore eight strategies for identifying and reaching their target market. They will also complete a worksheet to define their target market.

Utilizing the Prospect Dashboard

This session will provide participants with insights on using a dashboard and how it can be leveraged. Participants will have the opportunity to create a prospect board.

Setting Achievable Goals

In this session participants will learn how to set goals using SPIRIT methodology to turn their ideas into reality.

The Significance of Prospecting

Participants will delve into the misconceptions surrounding prospecting. Discover which qualities are crucial for achieving success.

Networking Essentials

This session emphasizes the importance of networking as an aspect of prospecting.

Mastering Public Speaking

This session offers participants a method for boosting confidence and effectively conveying messages when addressing an audience.

Making Trade Shows Successful

Participants will explore practices before during and after trade shows to ensure outcomes.

Wrapping-Up the Workshop

Towards the end of the workshop participants will have the chance to seek clarification raise any concerns and complete a plan.

Visit <https://paramounttraining.com.au> for more information or call 1300 810 725