

2010 - Strategic Sales Management Program Topics

2:00pm-4:00pm

January 21st	Ambition & Drive	Triangles	Sales Mgmt Rules
February 18th	Control & Close	Cookbooks	Pre Call Plan
March 18th	Need for Approval	Bonding & Rapport	Accountability
April 15th	Resist TIO's	Up Front Contract	Post Call Debrief
May 20th	Vitality	Pain	Recruiting/Interviewing
June 17th	EGO	Budget	On-Boarding
July 15th	Emotional Composure	Decision	Motivating
August 19th	Sales Prospecting	Present/Post Sell	Understanding your People
September 16th	Questioning/Qualifying	Prospecting Strategies	Running Sales Meetings
October 21st	Head Trash	Pre Call Plan	Ride Along's Mentoring
November 18th	Excuse Making	Reversing	Sales Templating
December 16th	Money Weakness	Journaling	Creative Change