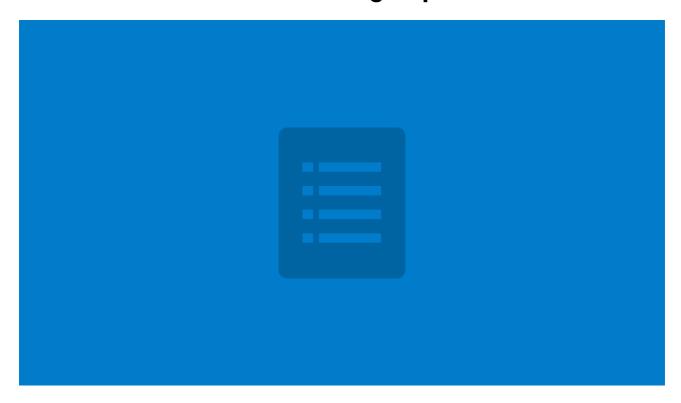
## **Sales Training Topics**



## Lead Generation Targeting Territory Management Networking / Referrals Maximizing Technology Qualifying Probing Competitive Analysis Targeted Questioning Budget, authority, need Discovery Buyer Styles Mirroring 5 Discovery question categories Listening Skills

Trust Building

Solution Development	
Presentation Skills	
Effective Proposal Writing	
Understanding the Complex Sale	
The Value proposition	
Customer Focus	
The Close	
Negotiation	
Building Trust	
Persuasion Techniques	
Gaining Agreement	
Winning the Complex Sale	
Manage/Service	
Account Management	
Territory Management	
Leadership	
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