One-Day Sales Funnel Seminar

We’re hosting an intensive one-day class that introduces you to the Sales Funnel system. This class is perfect for anyone in sales, regardless of experience. Whether you’re completely new to sales, you’ve been selling for twenty years, you’re B2B or B2C, you will leave this class equipped with a real-world, scientific selling system that will dramatically increase your closing average.

The Takeaway:

- Learn how to uncover objections before you ever give your presentation
- Learn how to understand DISC and how it affects every presentation you give
- Discover the best response to the price objection
- Learn how to beat out low-price competitors
- Effectively deal with aggressive sourcing reverse auction
- Improve your engagement index
- Differentiate yourself and win in the RFP process
- Increase your first call closes

We have customers whose top salespeople are closing 100%. Many of our clients have doubled their closing averages within the first year. The one thing they have in common: they attribute their success to adopting The Sales Funnel as their only sales process. You will wonder how you ever sold anything prior to learning The Sales Funnel methodology.

This is the first public Sales Funnel class in four years, and the only one being held in 2013. Register while there are spots available.

General information:

When: November 13, 2013, 8 a.m.–5 p.m.

Where: Renaissance Hotel Southpark.

Fee: $197 per person. $147 early enrollment (sign up before October 15th)