

Prospecting Leads Like A Pro

Prospecting is the key to your sales success. Your success today is a result of the prospecting you did six months ago. In this workshop, you will become skilled at networking and learn the 80/20 rule. After the workshop, you will know who to target and how to target them, and remember to do some prospecting every day through warming up cold calls, following up on leads, or networking. You will also build your personal prospecting plan to ensure your future by planting seeds daily.

Workshop Benefits:

- Understand the importance of expanding a client base through effective prospecting
- Identify target markets and target companies with the 80/20 rule
- Develop and practice networking skills
- Develop, refine, and execute the cold call
- Create a personal prospecting plan to turn leads into customers
- Increase your sales by implementing this plan

What Will Be Discussed?

- ✓ Targeting Your Market
- ✓ The Prospect Board
- ✓ Setting Goals
- ✓ About Prospecting
- ✓ Networking
- ✓ Public Speaking
- ✓ Making Trade Shows Work for You
- ✓ Regaining Lost Accounts
- ✓ Warming Up Cold Calls
- ✓ The 80/20 Rule
- ✓ It's Not Just a Numbers Game
 - Shooting for the Stars
 - Respect
 - Rapport
 - Relationship Building
- ✓ Going Above and Beyond
 - Ten Questions to Ask Yourself About Each Prospect
 - Twenty-One Ideas for a Successful Career in Sales

