

Workshop: SMARTsales On Track

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Workshop Duration: 4 hours

Workshop Description

One of the biggest “profit holes” in business is inconsistent sales activity. Most sales professionals focus on the outcome (sale) instead of the activity that leads to the sale. This leads to inconsistent or incomplete activities which in turn yields inconsistent and underwhelming results. This “systems check” will show you exactly where your sales funnel is plugged and what you need to do to keep your sales on track.

Who Should Attend

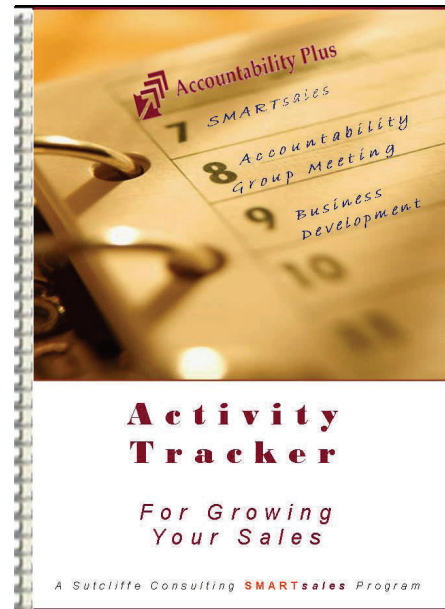
Small business owners, sales managers, sales professionals.

What You Will Learn

- Which sales activities are the most effective
- How to identify a “sales slip” before you get off track
- To manage your time - personally and professionally for consistent sales results

At the end of this workshop, you will be equipped to:

- Objectively evaluate your sales activities
- Track your activities for maximum results
- Set and achieve realistic sales goals



\$149.00 + GST

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