



Sales Mastery Company



Prospecting & Gold Calling[™]



Do you ever feel that:

- Your sales team aren't feeding the funnel enough?
- Your team's fear of rejection is holding them back?
- Your team need help in overcoming gatekeepers?

If yes, then winning new clients is likely up & down and unpredictable.

Course overview

Becoming able to prospect and cold call, either face-to-face or over the phone, is an acquired skill. Master the art of cold calling to successfully handle gatekeepers and decision makers alike, while focusing on the right proactive sales process to follow.

Who will benefit?

Sales representatives, sales managers, telemarketers, telesales staff, customer service staff and sales support staff. For business-to-business selling.

"After 27 years in the insurance industry, I found this the best value for my time ever." – Lyall Daines, CLU, LD&EK Insurance Solutions, New Zealand

What is covered?

- Better define your target market to 'fish in the right pond'
- Set clear prospecting & sales objectives to implement
- Better plan and manage your sales pipeline & process
- Better manage gatekeepers to increase your call success
- Structure your calls correctly to maximise call conversion
- Overcome call reluctance and the fear of rejection
- Develop a clear plan of action to implement immediately
- Handle objections and ask for the sale more confidently

Face-to-face delivery

Duration: One Day

\$4980 + GST + travel
(in-house, up to 10 attendees) then
\$98 + GST per person thereafter

Online (E-learning) delivery

Duration: Two hours

Highly Effective Prospecting &
the Art of Gold Calling.
\$397 + GST per person

All prices are subject to change without notice, see website for latest pricing.

Double Your
Investment
Guarantee

If you are unable to see how [you can double your return on investment](#) after attending any of our courses, we will refund your money. See our website for more details.