

New Ways to BOOST SALES PRODUCTIVITY in 2017

Speakers



Anthony Iannarino

International Speaker,
Author, & Sales Leader



Teja Vora

Director of Marketing,
DocuSign



Mindset



Skill Set



Tool Kit

Levels of Value



Success Has Seven Enemies



LACK OF DISCIPLINE



VICTIMHOOD



LEARNED HELPLESSNESS



FEAR OF BEING JUDGED



APATHY



UNGRATEFUL



NO VISION

THE KEYS TO BECOMING

A Trusted Advisor



Mindset

**The Beliefs *and* Behaviors
of Sales Success**



Skillset

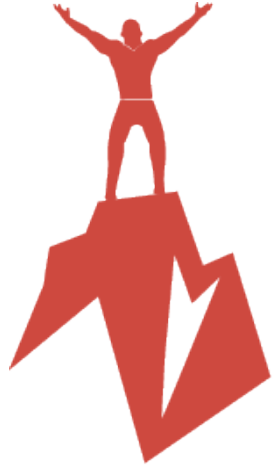
The Abilities *of* Sales Success



Mindset

Resourcefulness

Resourcefulness is one of your most powerful sales weapons.



Initiative

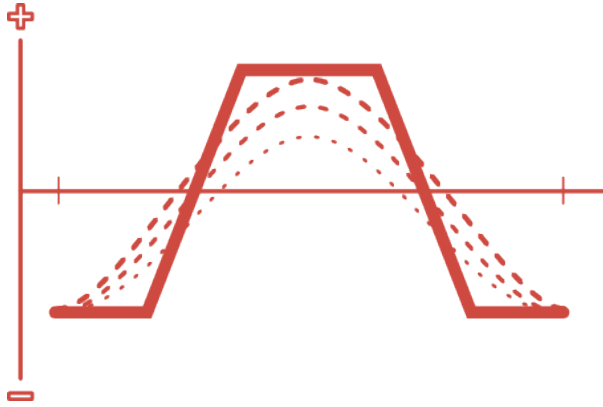
The antidote to complacency is initiative. Initiative is irrefutable evidence that you care about your customers.



Mindset

Accountability

Finish this sentence: “I sell ____.” If you answered with anything other than “outcomes,” you are wrong.



Business Acumen

Business Acumen is the new sales acumen.



Change Management

Your job is to create and sell a compelling case for change and then manage and lead that change.



Leadership

Choose to be a leader. Take responsibility for producing results, for helping your clients create the outcomes you sold them.

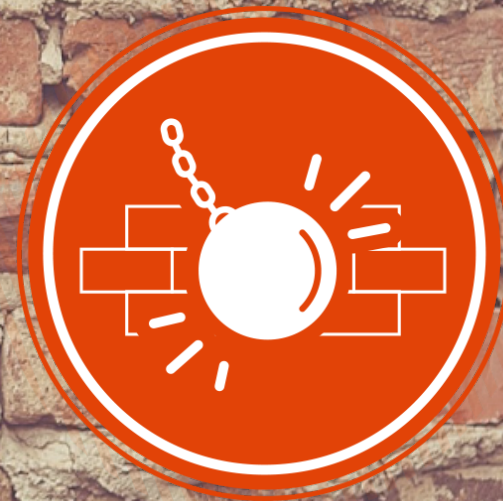
INTERNAL

vs.

EXTERNAL



**My success is
within my control**



**I can't succeed
because...**

Building an Indomitable Mindset

Negativity

Negativity has no upside.

A negative attitude eliminates your ability to generate success; it destroys your belief that something is possible and with it, your resourcefulness.

If you listen to yourself carefully, you will quickly realize how much time you spend complaining, even when you are only complaining to yourself.



Scarcity

There is no scarcity in the universe. The scarcity you perceive is because resources aren't distributed equally across the planet or across segments of the population.

Allowing yourself to perceive scarcity prevents you from recognizing the options and opportunities available to you.



Fear

Fear immobilizes you. It prevents you from taking action.
Fear is a fog.

It prevents you from perceiving the real danger, the danger of
not doing what you need to do, what you are here for.





Things Outside Your Control

The time you spend worrying about things outside your control distracts you from taking care of the things that are within your control.

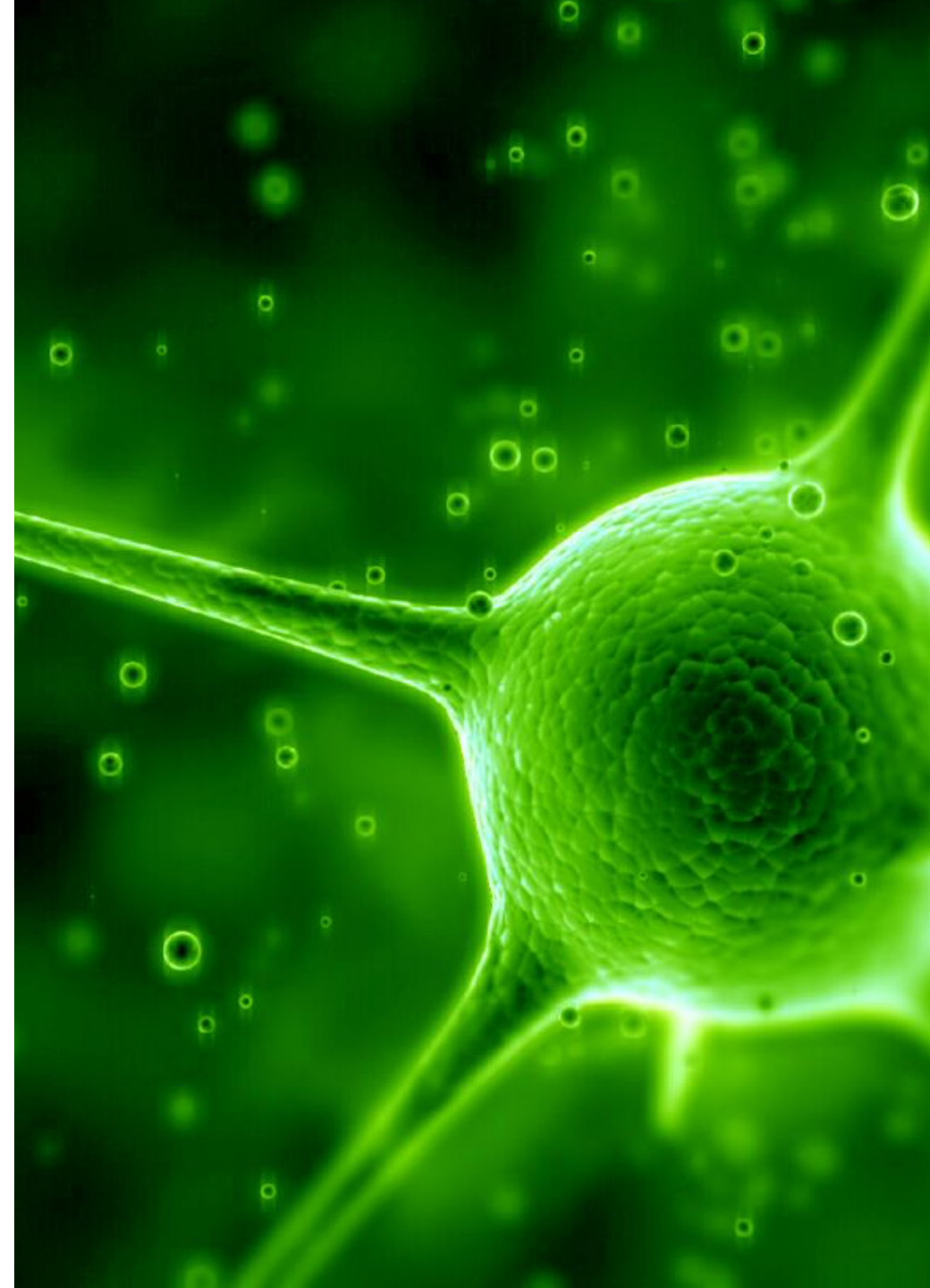
It's easy to get wrapped around the axle, spending your limited time and energy where this is to return.



Infected with Bad Beliefs

Your mind is under constant assault from ideas that would infect you with negativity, scarcity, fear, and distractions.

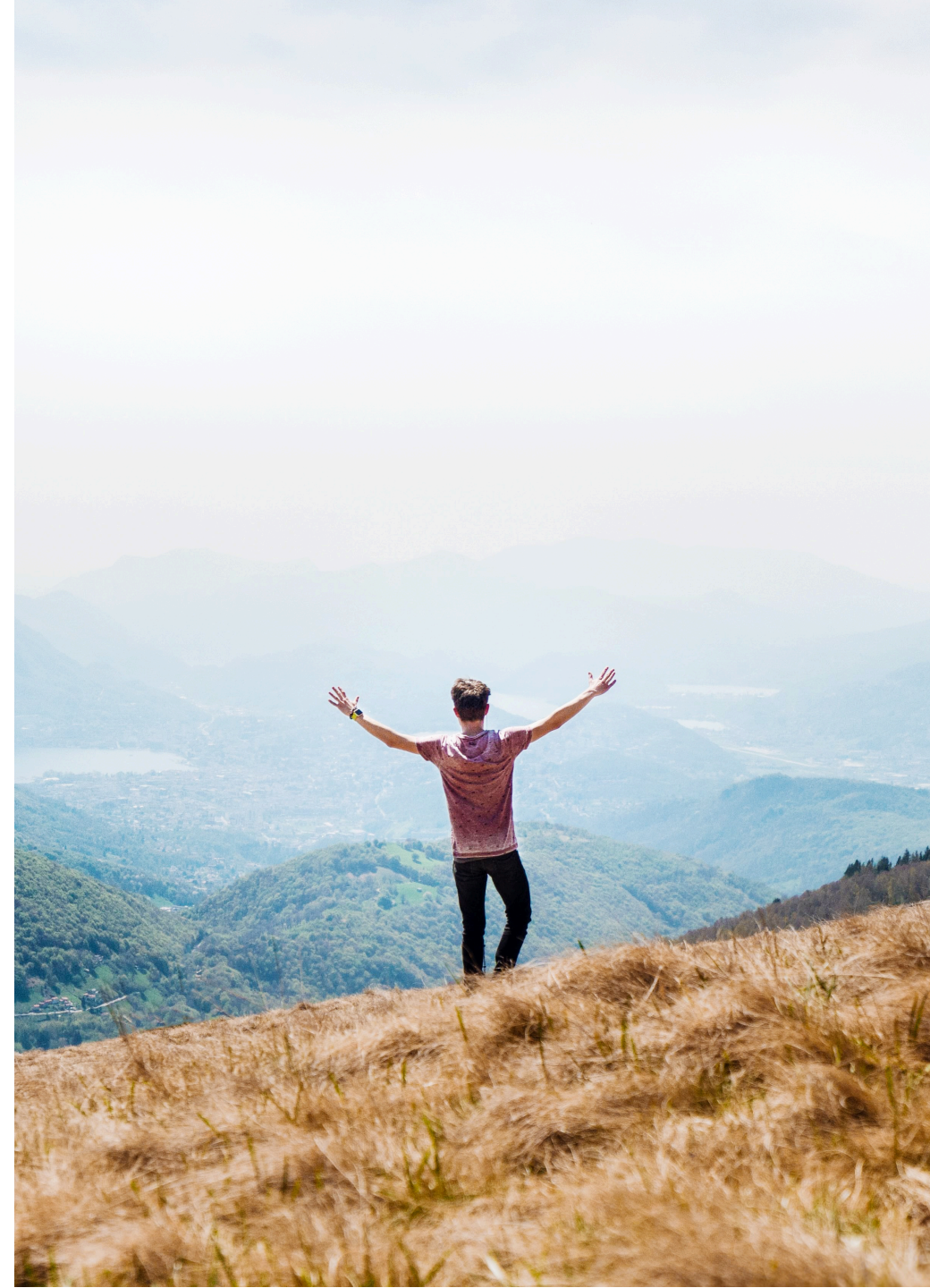
An awareness of that those infections exist, and knowing who the carriers are allows you to reject those infections.



Optimism

Optimism is the belief that, over time, you can succeed, and that things get better.

A positive mental attitude creates possibilities. A positive attitude is its own reward, but more than that, positive beliefs tend to manifest and become positive results.



Abundance

There are more opportunities available to you than you could take advantage of in two lifetimes.

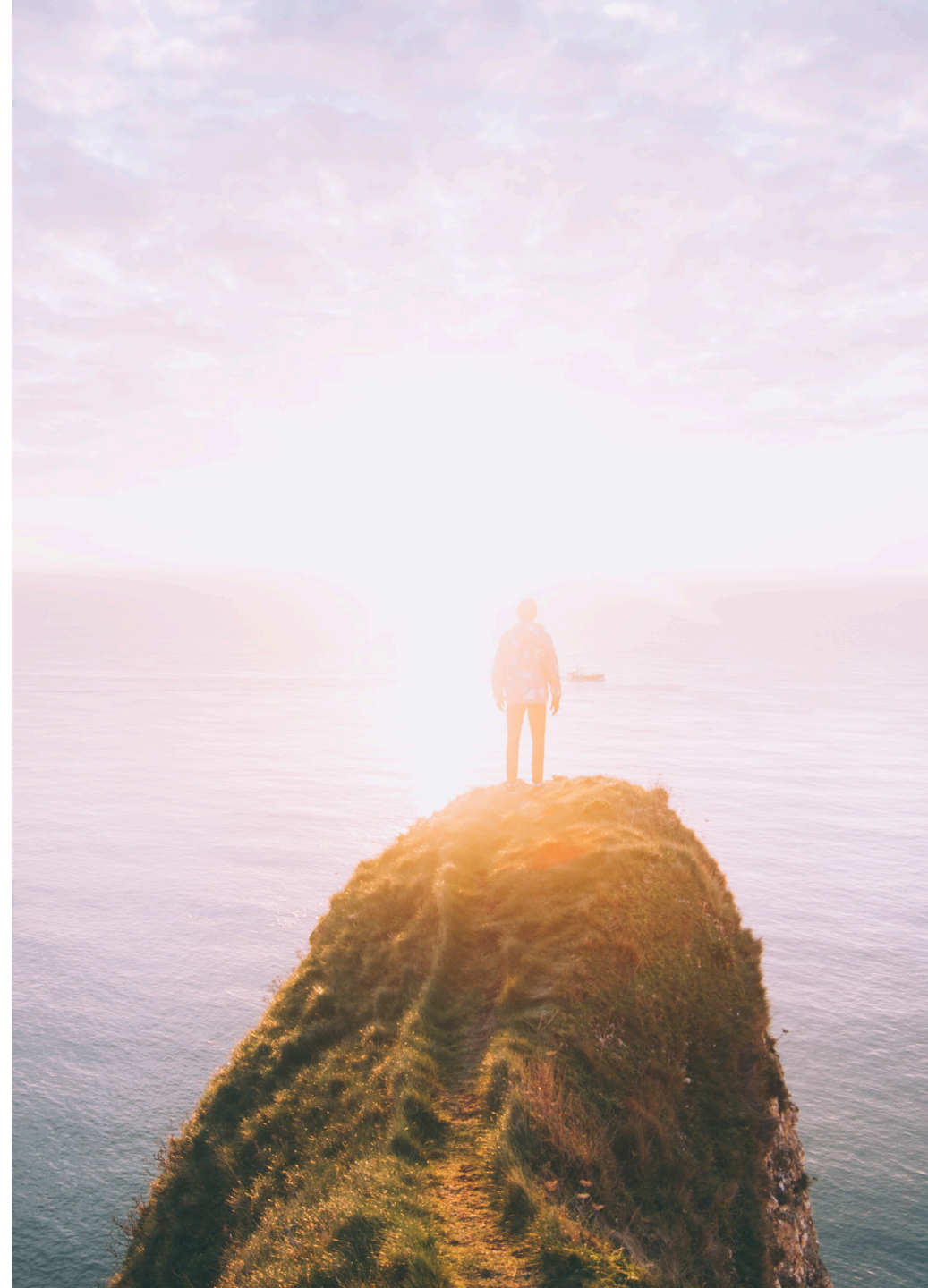
When you see that you are surrounded by abundance, you see opportunities, possibilities, and options.



Courage

Courage is the ability to feel fear and act in spite of it.

Much of what you want to accomplish comes with a fair bit of risk, and courage is what is necessary to step through your fears.



Inside Your Control

Your beliefs and your values

You produce success when you focus on the things that are within your control.

You do more to generate results by focusing where you have control and where you can make a difference.



Empowered

Infect people with positive beliefs and positive actions. Help them create a greater vision for themselves and help them to see possibilities. Make them feel special, important. Spread your positive infections.



The Only Thing You Control

Beliefs - Your Mindset

What infections have you decided to take on?



Actions - Your Behaviors

What are you doing?





Success Keeps Score

Success must be paid for in advance, and the price must be paid in full before you obtain it.



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New Ways to Boost Sales Productivity in 2017

Brief Intro to DocuSign

Teja Vora, Director of Marketing, DocuSign

Discussion Topics

- Why go digital?
- How going digital can boost productivity
- Customer case studies
- Tips for getting started

Why go digital?




**All Successful Businesses
Will be 100% Digital.**



The background of the image is a solid blue color with a repeating pattern of small, white, downward-pointing arrows. These arrows are arranged in a grid-like fashion, with some arrows appearing slightly more prominent than others, creating a subtle texture.

There's a Better Way



A hand is shown pointing at a tablet screen. The background is a solid blue color. The text is white and centered. There are two thin horizontal lines, one above and one below the text.

DocuSign is the fastest most secure way
to make every decision and approval
digital, so you can keep business moving
forward.

DocuSign®

How DocuSign Can Help Sales and Sales Operations



Sales Operations

- Sales compensation plan
- Sales event registration
- Expense reporting
- SPIFF approvals
- Exception to standard quote credit/commission
- Order authorization
- Deal split request
- Sales travel & expense policy



Sales

- Mutual non-disclosure agreement (NDA)
- New customer contract/order
- Terms and conditions
- Sales order confirmation
- Subscription sales agreement
- Special deal terms
- Quote/proposal
- End-user agreement



Partner and Channel Sales

- Partner agreement
- Referral agreement
- Reseller agreement
- Reseller customer T&Cs
- Sales joint venture agreement
- Distribution partnership
- Channel partner scorecard



Account Management

- Statement of work (SOW)
- Sales contract renewal
- Account provisioning
- Customer service portal
- Resolution of service request
- Quarterly business review
- Account change request
- Customer survey request
- Customer case study request
- Corrective actions report



How Going Digital Can Boost Productivity

1

Close deals faster

2

Reduce rework and follow-up

3

Improve customer experience



90%

Deals closed in under 1 day

71%

Deals closed in under 1
hour

60

Days of work saved with 10
fewer minutes per quote

salesforce

A man and a woman are in a warehouse setting, looking at a tablet together. The man is holding the tablet, and the woman is pointing at the screen. They are both smiling. In the background, there are shelves with boxes and a ladder.

67%

Decrease in average time
to complete new
customer contracts

100%

Error-free contracts

90%

Reduction in paper costs





93%

Revenue Growth
Over Prior Year

65%

Clients Who Are Promoters
Post-Implementation

+55

NPS Score
Post-Implementation

Reed
CONSTRUCTION

Tips for Getting Started



Start small and build momentum

Introduce electronic
signatures into existing
processes



Document your success

Make the case for broader use of electronic signatures by measuring reduction in turn-around time, cost savings, and efficiency gains



**Find champions
for electronic
signatures in
your organization**

Leverage them to
create a mandate



Questions? Comments?

Reach out to us at webinar@docusign.com
or contact Sales at 1-877-720-2040