

One On One Workshop–Day 1*

- 8:00 AM** Breakfast
- 8:30 AM** Welcome and Introduction
- 9:00 AM** Interactive Classroom Module 1: Person Centered Selling
We will discuss your selling style and changing your sales paradigm. We will discuss prospect resistance and marketing versus sales.
- 12:00 PM** Lunch
- 1:00–3:00 PM** Interactive Classroom Module 2: Discovery
You will learn how discovery gives you the tools, confidence to build trust and ultimately get face to face with your prospect.
- 3:00–5:00 PM** Interactive Classroom Module 3: Planning Advances
We will explore the science of “closing” in multi-call sales and the importance of planning to advance the sale, specifically applied to our unique selling scenario.
- 5:00-6:30 PM** Tour & Happy Hour at The Gatesworth

One On One Workshop–Day 2*

- 8:00 AM** Breakfast
- 8:30 AM** Interactive Classroom Module 4: Creative Follow Up
We will present a multitude of creative follow up options, teach you how to launch personalized campaigns that are cost effective and targeted to your prospect, where it matters!
- 10:00 AM** Interactive Classroom Module 5: Sales Management
You will learn how to prioritize and maximize your time selling, identify and work your best leads, monitor results and work as a team.
- 12:00 PM** Lunch
- 1:00–2:30 PM** Live Interactive Prospect Case Studies
- 2:30–3:00 PM** Review and Conclude