

## 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

\* tentative workshop agenda

“Since making the transition to Relationship Selling, our sales teams are much more motivated, and for the right reasons – to help our prospects. We also have found that we get to meet extraordinary people, that we like our jobs again, and we are a lot more successful! Investing in One On One training and making the switch to Relationship Selling has been a blessing to our company.”

– Steve Ferrarini, Touchmark