

# The Multiplier Sale™

## An Authentic Approach to Selling Beyond the Numbers

### The 8-Step Process to Transform Your Sales Results

Practice the Multiplier process! Advance every deal by asking yourself these eight key questions to help you stay focused and keep your sales process on track.



*Post this next to your desk or workspace as a reminder to practice the process!*

Want more? Follow  @multiplierhannah for sales tips and training!

# The Multiplier Sale™

## Q3 2021 Business Accelerator Program

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### Agenda

#### Program Overview

- Self-paced, available upon enrollment
- Access through the online course portal

#### Prepare to Sell

- Wednesday, July 28<sup>th</sup>, 2021: self-paced introduction module available
- **Tuesday, August 3<sup>rd</sup>, 2021: first instructor-led coaching session**
  - Live, virtual Mastermind call conducted via Zoom
  - Participants will receive a zoom link prior to the session
  - Attendance is required
  - Call will include course instructions and debrief of the Prepare to Sell worksheet

#### Module 1: PRIORITIZE

- Wednesday, August 4<sup>th</sup>, 2021: self-paced online module available
- **Tuesday, August 10<sup>th</sup>, 2021: instructor-led Mastermind coaching session**

#### Module 2: CONNECT

- Wednesday, August 11<sup>th</sup>, 2021: self-paced online module available
- **Tuesday, August 17<sup>th</sup>, 2021: instructor-led Mastermind coaching session**

#### Module 3: ENGAGE

- Wednesday, August 18<sup>th</sup>, 2021: self-paced online module available
- **Tuesday, August 24<sup>th</sup>, 2021: instructor-led Mastermind coaching session**

#### Module 4: SOLVE

- Wednesday, August 25<sup>th</sup>, 2021: self-paced online module available
- **Tuesday, August 31<sup>st</sup>, 2021: instructor-led Mastermind coaching session**

#### Module 5: OFFER

- Wednesday, September 1<sup>st</sup>, 2021: self-paced online module available
- **Tuesday, September 7<sup>th</sup>, 2021: instructor-led Mastermind coaching session**

#### Module 6: DELIVER

- Wednesday, September 8<sup>th</sup>, 2021: self-paced online module available
- **Tuesday, September 14<sup>th</sup>, 2021: instructor-led Mastermind coaching session**

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### Agenda (contd.)

#### Module 7: MANAGE

- Wednesday, September 15<sup>th</sup>, 2021: self-paced online module available
- **Tuesday, September 21<sup>st</sup>, 2021: instructor-led Mastermind coaching session**

#### Module 8: MEASURE

- Wednesday, September 22<sup>nd</sup>, 2021: self-paced online module available
- **Tuesday, September 28<sup>th</sup>, 2021: instructor-led Mastermind coaching session**

#### Wrapping Up

- Wednesday, September 29<sup>th</sup>, 2021: final self-paced online module available
  - Course feedback survey
  - Participants receive their certificate of completion

### Instructor Biography

Hannah Bratterud focuses on bringing out the best in her clients. She helps amplify their strategies, strengths, and success through in-person and virtual sales training and coaching. She specializes in creating authentic, collaborative, and inclusive company cultures and sales environments that serve both her clients and their customers' best interests. Hannah combines her background in organizational psychology and neuroleadership, and over two decades of industry expertise, with a natural ability to help others feel genuinely seen and supported. This unique fusion of subject-matter expertise and compassionate mentorship leads to truly transformative results.

Hannah values authenticity, adventure, beauty, and nature. Originally from Oslo, Norway, she re-rooted in the US to earn her undergraduate degree in Organizational & Interpersonal Communication and study Organizational Psychology at the graduate level. She holds a Certificate in the Foundations of Neuroleadership. Hannah loves international travel and a good Malbec wine. She speaks three languages, dances Argentine tango, and teaches girls' and women's empowerment workshops. She lives and thrives in beautiful Bozeman, Montana.

