



RISE & Prepare² INSPIRe[©] Sales System Training

- Transforming Sales Performance
- Elevating Client Loyalty
- Accelerating Business Results

Focus4Growth : 2020

If you can't describe
what you are doing
as a process...
**you don't know what
you are doing!**

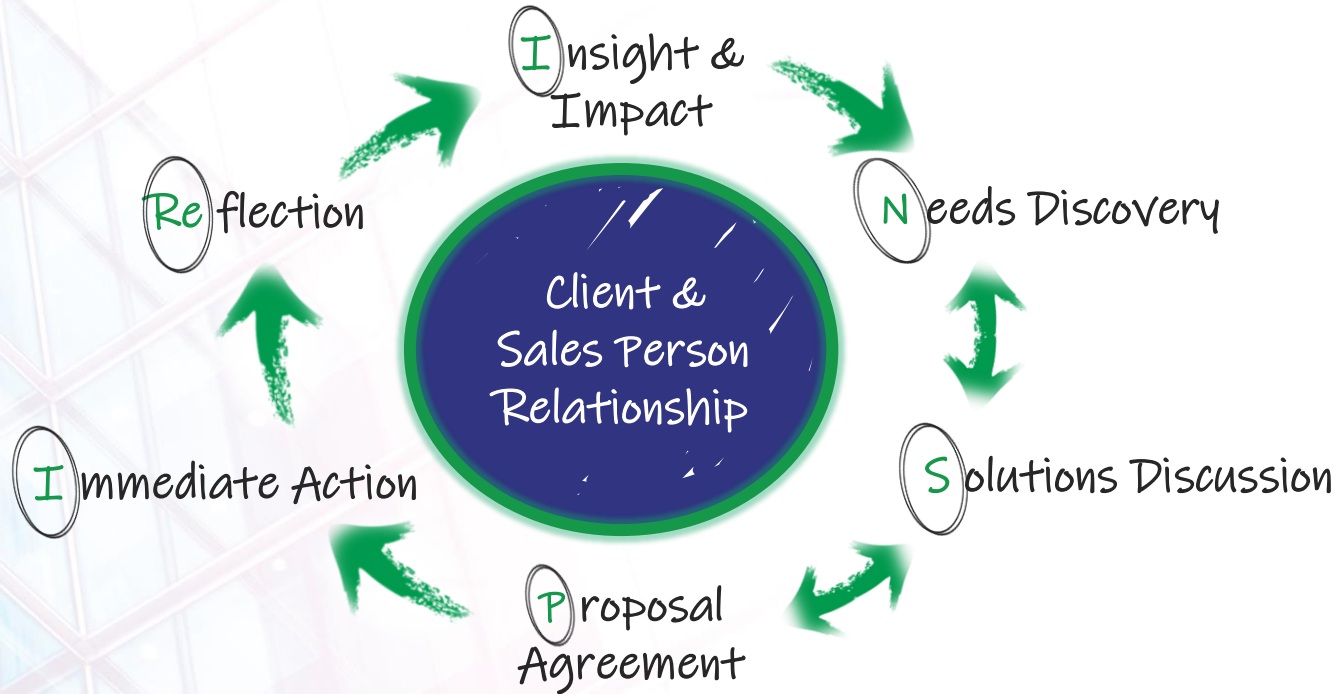
William Edwards Deming

1900 -1993

American engineer, statistician, professor, author, lecturer, and management consultant.



INSPIRe[©] – The Sales System



Prepare² INSPIRe[©] – The Sales System

Prepare²
Rapport
Insight & Impact
Needs Discovery
Solution Discussion
Proposal Agreement
Immediate Action
Reflection

- Client/ Myself & Internal/ External
- Match, Pace, Lead (93%)
- Data, Research, Projections
- Question, Listen, Understand
- Find Mutual Benefit
- Propose, Agree, Continue
- Actions, Commitment, Timing
- Win, Learn, Change