

“Top Gun” Telemarketing Workshop

FACTS:

- 1. Industry average for Sales Reps with less than 6 months of experience is 40 cold calls to get a qualified appointment...**
- 2. Industry average for Sales Reps that are experienced “Pros” is 20 cold calls to get a qualified appointment...**
- 3. Sales Reps spend far too little time in front of customers and far too much time trying to find them...**
- 4. The Most Profitable Dealers are the ones that are efficient at setting qualified appointments...**

Would you like your Sales Reps to be able to set an appointment every other call? Ask me how...

Workshop Description:

Five Hour Half Day Course with 2 Follow Ups where we come to your office and teach your people how to Set a Small Multi-Unit or Solutions Opportunity in "TWO " Telephone Cold Calls vs. the normal 20-40!

Workshop Results:

In each workshop an average of \$1,500,000 + of net new business in the pipeline for dealers with 4-8 sales people and it's co-opable!

***Over 300 Dealers trained; ask me about our Show Special:
\$1500 SAVINGS!***