

D1-S2

Connect, discover, deliver and close.

COURSE DESCRIPTION

Boost your sales 35 percent or more with the D1-S2 Selling System.

If your sales reps do not have a process, they will find it difficult to succeed. Processes simply make things better. The D1-S2 Selling System is a simple and repeatable process that allows sales reps individuality while also providing guardrails to keep the process flowing.

The D1-S2 Selling System promotes target feedback about how deals are won or lost, allowing reps to improve and become the most outstanding version of themselves.

WHAT YOU WILL LEARN

D1-S2 SOLVES THE BIGGEST PROBLEM IN SALES

With this course, you will learn that you don't need to talk about the features and benefits of your product or service until it's time. Discover first, sell second. You will learn that there is a right time to give an outstanding pitch. The problem is that 90 percent of reps give their pitch too often and too early.

TRUST AND RESPECT

All things being equal, prospects are going to buy from people that they like. Reps will learn how to connect over the phone and face-to-face with all types of buyers. The most successful sales professionals have the ability to ask the right question at the right time. We'll develop the best questions and practice framing them for impact.

STRETCH YOUR COMFORT ZONE

Instructor led role-play will playfully, yet purposely, expose the gap between what your reps sound like now, and what they should sound like, to inspire trust and change with their prospects.

WHO SHOULD TAKE THIS COURSE

This course is a must for all sales professionals. Your reps will learn where to spend their time and how to spend their time wisely. We don't just tell you what to do, we teach you how to be successful. If you want to become the most outstanding version of yourself and learn how to properly connect, discover, deliver and close then this course is a match for you.

VIDEO SAMPLE



Practicing Managerial Courage