



# R90X

## The Extreme Referral Challenge

### COURSE DESCRIPTION

You may have heard of P90X: the program that takes your body from out-of-shape to ripped in a short amount of time? R90X is the equivalent – but for your sales results.

A bolt-on to our River of Referrals course, R90X takes your referral efforts from puny to powerful in just 90 days.

### WHAT YOU WILL LEARN

#### WHAT IS R90X

A 13-week action program broken down by activities that engage you in finding, asking for, and following through on your referrals. Results vary based on depending effort.

#### BENEFITS OF R90X

The smartest and most efficient way to increase revenue, beat your quota, and grow your business is by adopting a referral-based selling system. Winning new business through cold-calling and other methods takes longer and can be less successful.

#### THE COMBAT PACK

You will develop your very own Combat Pack. This includes learning how to maximize your LinkedIn account, using LinkedIn Sales Navigator, writing genuine emails and thank you letters prior to beginning the 13-week action challenge.

#### TURNING YES'S INTO YES'S

To turn “yes's” into “yes's”, you will learn how to identify your ideal client profile, identify connectors and begin the process of asking for referrals. Our interactive workbook, requires completion of exercises to keep track of all of your data and information.

### WHO SHOULD TAKE THIS COURSE

This course teaches each learner every phase of the referral-based system process. From developing your resources, following up or nurturing and reaching out, every sales professional could gain valuable knowledge from taking this bolt-on course. Regardless of your level, each individual can experience a vast amount of success from this program if a maximum amount of effort is put in.

