

Sales Call Roadmap

1. 20 min validate & set call agenda
2. Build trust quickly with research
3. SHARING SUCCESS STORIES. Examples to match present, competitive and dominant.
4. What do you think?
5. Determine Market Presence. When you think about marketing to this community/industry do you want to have a presence, be competitive or dominate?
6. PRESENT IDEAS ON THE SPOT.
7. Match game close... I think we are a perfect match, what do you think?
8. HANDLE OBJECTIONS, NEXT STEPS.
9. Set time to review the proposal
10. End on a positive note.

