

# A Business Leaders Workshop for Anyone Involved in \$ALES!

written by Lauri Moon | August 18, 2020

**Selling is hard enough without a Pandemic creating:**

- Difficulties getting appointments
- Pressure on Margins
- Being made a commodity
- Call reluctance
- Fear and Procrastination
- Lost Opportunities
- Empty pipelines

So how can salespeople be productive in these uncertain times?

**In 90 minutes, we will cover:**

- The formula for qualifying in today's world
- How to protect company margins
- How to influence decisions and win business
- How to control the sales process and not be a victim
- Why having a systematic selling process is more crucial than ever
- When to stop chasing prospects that will never close but waste your time

## REGISTER!