

# Prospect the Sandler Way

written by Lauri Moon | April 2, 2018

Are you getting enough appointments? Are you in front of enough new opportunities to reach your goals?

Attend this session and learn the Classic Sandler prospecting tactics and strategies, updated for the present day.

In one morning, we'll help you learn proven strategies to feed your sales funnel and have a constant flow of leads...

- How to engage your prospect in a relevant and meaningful way that sets you apart from the competition
- How to start a prospecting call that keeps the prospect talking
- How to get the prospect to share key information quickly on the phone
- Create the winning mind-set that leads to successful prospecting
- Decrease no-show or cancellation rates after your initial phone call.
- How to have fun on calls that typically aren't fun to make (or receive)

Registration fee includes program, full workbook, a copy of the book *Prospecting the Sandler Way*, access to Sandler's E-Learning Library and breakfast.

Delivered by John Moore, Moore Power Sales.

Download event flyer.

## Register Here!