

SUMMARY ACTIVITY DASHBOARD

For Super Selling & Customer Marketing Skills Online Course

This document should be used as a dashboard of all your action plans for this course. It will serve as a reference tool, make you accountable to yourself and help you measure your progress.

MODULES	LESSONS	ACTION PLANS
MODULE 1 HOW TO BOOST YOUR MINDSET & BELIEF SYSTEM TO CLOSE SALES	1. Knowledge	
	2. Words	
	3. Action	
	4. Imagination	
MODULE 2 3 KEYS TO BECOME AN EFFECTIVE AND PRODUCTIVE SALESPERSON	1. State Management	
	2. Mind Management	
	3. Time Management For Salespeople	

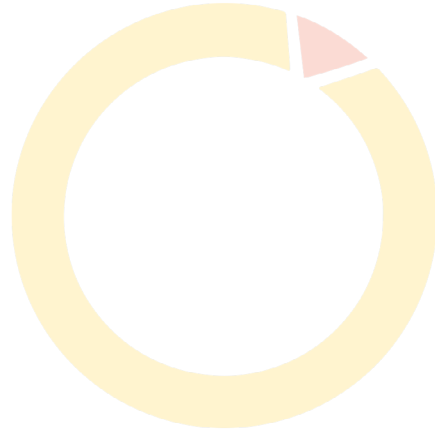
MODULES	LESSONS	ACTION PLANS
MODULE 3 HOW TO PROVE YOUR VALUE AND GET PAID THE PRICE YOU WANT	1. How To Use Questions To Prove Value	
	2. Stop Selling With Words, Start Using Emotions And Body Language	
	3. Finding The Right Voice Tone That Magnifies Value	
MODULE 4 BUILDING YOUR CREDIBILITY WITH PROSPECTS	1. Excellent Appearance = Credibility Boost	
	2. Mastering Sales Vocabulary	
	3. Using Social Proof To Drive Acceptability	

MODULES	LESSONS	ACTION PLANS
MODULE 5 FINDING CUSTOMERS WHO CAN AFFORD TO PAY YOU NOW	1. Sales Prospecting That Works	
	2. How To Build Rapport Quickly	
	3. How To Qualify Prospects	
MODULE 6 THE SCIENCE AND HOW OF COMMUNICATING VALUE	1. How To Find The Prospect's Needs	
	2. Value-Based Selling Vs Price-Based Selling	
	3. The Systematic Communication Of Value (An Advanced Selling Technique)	

MODULES	LESSONS	ACTION PLANS
MODULE 7 HOW TO PROVE YOUR VALUE AND GET PAID THE PRICE YOU WANT	1. Understanding How To Handle Rejection In Selling	
	2. Common Objections And How To Handle Them	
	3. How To Close Sales	
MODULE 8 STRATEGIC SALES GROWTH MANAGEMENT	1.How To Schedule Appointments	
	2. How To Handle Impatient Prospects	
	3. Territory Management And Call Planning	

MODULES	LESSONS	ACTION PLANS
MODULE 8 STRATEGIC SALES GROWTH MANAGEMENT	4. Effective Relationship Management	
	5. Cross-Selling And Upselling	
	6. Selling From A Platform (Presentation Skills)	
	7. Portfolio Management	

ULTRAVANTAGE
 Sales. Culture. Transformation



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