

# DISCOVERING THE TIME SECRETS OF SUCCESSFUL SALESPEOPLE

Improve Results without Increasing Effort



## PROGRAM DESCRIPTION

The pressure on every aspect of a salesperson's job has increased dramatically over the past few years. Customers are more sophisticated, more demanding, and harder to see. Really good salespeople are already good time managers. However, all salespeople don't focus on time management, because many traditional guidelines have little application for the salesperson. This course offers salespeople realistic productivity strategies to help them sell more and be more effective creating and keeping customers. Learn how to gain the competitive edge and make every second count!

## COURSE OBJECTIVES

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| » Define your sales goals and income targets                      | » Set up an efficient filing system                                |
| » Plan effectively to spend maximum time with customers           | » Eliminate time wasters such as procrastination and perfectionism |
| » Set goals and priorities to maximize your selling effectiveness | » Minimize distractions that keep you from focusing on selling     |
| » Spend a majority of your time on selling activity               | » Get the tools and technology you need to succeed                 |
| » Schedule your day practically and realistically                 | » Be more productive while on the road and in the air              |
| » Organize your paperwork, email, and voicemail                   | » Turn it off and enjoy your personal life                         |