



SALES LEADERS
Global



1
DAY

WORKSHOP

PIPELINE CLARITY: A Day for Planning The Success of Your Business

This one-day workshop will help any business gain total clarity around the strategy and execution of a solid sales plan. By being able to articulate your positioning statement, value proposition, KPIs and key performance activities (KPIs) as well as gain momentum around achievement of numbers with a predictable pipeline, you will be guaranteed business growth.

WHAT MAKES THIS DIFFERENT?

Engage in a hands-on and strategic revenue focussed workshop to address and close the growth gaps within your organization's revenue generation cycle. The focused outcomes will empower you to define your growth objectives, outline the key milestones for a predictable revenue pipeline, and ensure execution with structured support.

KEY FOCUS

- **Refine Revenue Sources:** Focus on the most impactful revenue streams for future growth.
- **Target Market Clarity:** Improve ROT by targeting efforts on your most lucrative market segments.
- **Profitable Customer Insight:** Identify and understand your low-effort, high-return customers to tailor your messaging effectively.
- **Sales Process Consistency:** Establish a reliable sales process for better accountability and results.
- **Cycle Efficiency:** Align sales actions with milestones to identify and remove pipeline blockages quickly.
- **Performance Analysis:** Review key performance indicators to fine-tune your sales strategy.
- **Actionable Takeaways:** Leave with a clear, actionable plan and a Playbook customized for your business.
- You'll also get follow-up support to keep you on track. Achieve a transformative market engagement approach in a single day.

WHO WILL BENEFIT?

- **Business Leaders:** Implement a more efficient, effective sales process.
- **Sales Leaders:** Drive accountability in your team for both numbers and behaviors.
- **Salespeople:** Adopt best practices for consistent self-measurement and progress.

INVESTMENT

1 DAY– \$7,500 (includes strategic templates, workbooks, 90 Day Plan and accountability sessions)

VALUE RECEIVED

We have worked with Sales Leaders Global for a number of years now and over that time our sales staff have become more customer- focused, have been empowered to tackle seemingly complex sales opportunities by understanding how to map a clear process, and we have created a milestone-based sales process from lead generation to closure through a framework of agreement.

Our sales culture has been reinforced through accountability around the quality and quantity of activity, as well as outcomes.

Together, we have brought direction, resolve and organization to our sales management team and we believe our reps have benefitted from Sales Leaders Global's training and coaching and are better salespeople because of it.

Steve Agar - CEO and Owner, Agar Cleaning Solutions



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