

Sales Training Workshop Series

Before and After

Title

Before and After: Pre- and Post- Call Planning

Program Length

2 – 4 hours

Synopsis

If your sales reps think they don't have time for pre-call planning — they need this workshop! This session will leave no doubt in their minds that call planning is vital to their sales success.

We begin with an activity that demonstrates the importance of preparation. Everyone contributes to the unpredictable results, with lots of laughs and learning!

Then the serious work begins. Objectives include:

- DEFINE call planning
- IDENTIFY the benefits of pre-and post- call plans
- DEVELOP call-planning checklists
- DEMONSTRATE call-planning skills

All workshops are available in PowerPoint, Word or .PDF format.

Contact me to purchase these workshops, or to discuss customized training for your sales team.

Other Workshops:

- *Ignite!*
- *Anatomy of a Sales Call*
- *Facilitate Change*
- *You've Got Personality*
- *A Sheep in Wolf's Clothing*
- *One Big, Happy Family*
- *Elevate and Graduate*

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