

Sales Training Workshop Series

Take AIM

Title

Take AIM: Target Your Success

Program Length

2 – 4 hours

Synopsis

Successful sales representatives understand that targeting is the difference between “motion” and “action”.

Take Aim provides participants with the specific insight and tactical tools they need to target their field time for accelerated achievement.

Objectives include:

- UNDERSTAND the power of targeting to gain and grow business
- LEARN the AIM Model of targeting prescriber customers
- APPLY the AIM Model to territory business planning
- DEVELOP a targeted territory routing plan for maximum return on time in territory

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!*
- *Before and After*
- *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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