STRUCTURING YOUR SALES WEEK

OVERVIEW

By focusing on efficient time management and strategic outreach, this one-hour session equips sales reps with the tools and techniques necessary to create a daily schedule that not only enhances productivity but also aligns with their overall sales goals.

The skills learned will enable attendees to work smarter, build stronger relationships with prospects, and ultimately drive sales success.

KEY LEARNING OBJECTIVES

Optimize your schedule and prioritize call blocks at strategic times.
Connect with more decision makers using the 9 before 9 and 5 after 5 strategies.

Gain the inside scoop on certain times that are best to leverage LinkedIn.
Not every time is best to post, so finding when LinkedIn is most active.

Learn how much time should you dedicate to prospecting new clients.
Plan out when and how long to prospect new clients and dormant accounts.

Send well-timed follow-ups that nurture leads and encourage responses.
Learn how to balance persistence and value with your messaging.

Develop personalized and effective strategies to re-engage inactive prospects.
Warm back up prospects who have engaged before and maximize time.

SellingSara