

# Sales Methods & Mastery

This 2-day course is ideal for anyone who has a career in sales. From sales professionals to sales managers with any level of experience, there is something for everyone. You will learn easy-to-use tips, techniques, and methods to level up your sales performance immediately. Sales objections become opportunities instead of obstacles with mastery methods that anyone can apply. Make your sales easier with an efficient process of selling starting with the cold call and ending with a closed deal, all while creating a great customer experience.



**SCORECARD**  
SALES SOLUTIONS

## LEARNING OBJECTIVES:

### Day One

- The Art & Science of Selling
- Becoming An Order Maker Instead Of An Order Taker
- Creating A Value Proposition
- Cold Calling Made Easy
- Creating Sales KPIs & Metrics
- Getting Customers To Pay More
- The Process For Closing The Deal
- The Process Of Asking for Referrals
- The Process Of Controlling The Sale
- Creating The Customer Experience

### Day Two

- Developing Your Confidence
- Understanding the 4 Types of Sales Objections
- How To Control the Objection Process
- Knowing the Difference Between Objection and Rejection
- How To Handle Rejection and Become Rejection Proof
- Mastering the Self Disclosure Loop
- Improving Your Odds for Achieving the 'Yes'
- Learning the HELP Method
- Getting Micro Commitments
- Understanding The Objection Override Process

## SCHEDULE THIS COURSE:



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## LEARN MORE;



WWW.SCORECARDSALES.COM

Aaron Jacobs is a 20-year seasoned sales professional who brings tips, techniques, and technology to create a unique and successful customer experience for his clients. Scorecard sales coaching is designed to help salespeople improve their skills, but also to repair and enhance broken sales processes and sales cultures. Everyone will appreciate the passion and energy that Aaron brings to sales to make each person's experience relatable and enjoyable.

