

The Sales Bar

Here's What's On Tap

Challenge Paths

- Getting More DM's On The Phone
- Having Better Conversations
- Utilizing The Gatekeeper
- Keeping A DM On The Phone
- Overcoming Objections
- Getting The Close

Paths By Role

- Business Development Rep
- Account Manager
- Acquisition (Full Sales Cycle)
- Inside Sales Manager

Specials Include:

- Happy Hour – Live Q&A & Training
- Script Starters & Cheat Sheets
- 60+ Coached Call Recordings



Skills on Tap for Reps

- Engaging The Customer
- Overcoming The "Brush Off"
- Capturing New Contacts
- Prioritizing Leads
- What Customers Care About
- Voicemails That Get Returned
- Overcoming Objections
- Elevator Pitches That Work
- Getting Deals Moving
- Introductions That Work
- Proposing With Value
- Business Acumen
- Qualifying Your Accounts
- Transitioning To Close
- Uncovering Opportunities

Skills On Tap For Managers

- The COACHN Model For Meetings
- Call Coaching 101
- Developing Your Team
- Pipeline Fundamentals
- Time Management For Sales Managers
- Toolkits For Maintaining New Rep Skills
- Essential Manager Meetings
- Call Coaching 201
- Sales Huddles
- Driving Sales Performance With Goals
- Performance 1 on 1 Meetings
- Essential Manager Meetings



Coming Soon!

- Gaining Referrals
- What Else Can I Sell
- Advanced Call Coaching
- Stories That Sell
- Building Rapport
- Best Practices For Interviewing