

Corporate Classes:
Custom tailored to your specific needs

3-day format/\$5000 plus instructor T&E
(up to 10 participants)

2-day format/\$3500 plus instructor T&E
(up to 6 participants)

Public Classes – See website for city and date
\$695/Student

2- day format

Seating is Limited

Register now at tmsolutionsinc.net

Pre-registration required.

Schedule:

Day 1 – 8:30 – 4:30

Day 2 – 8:30 – 4:30

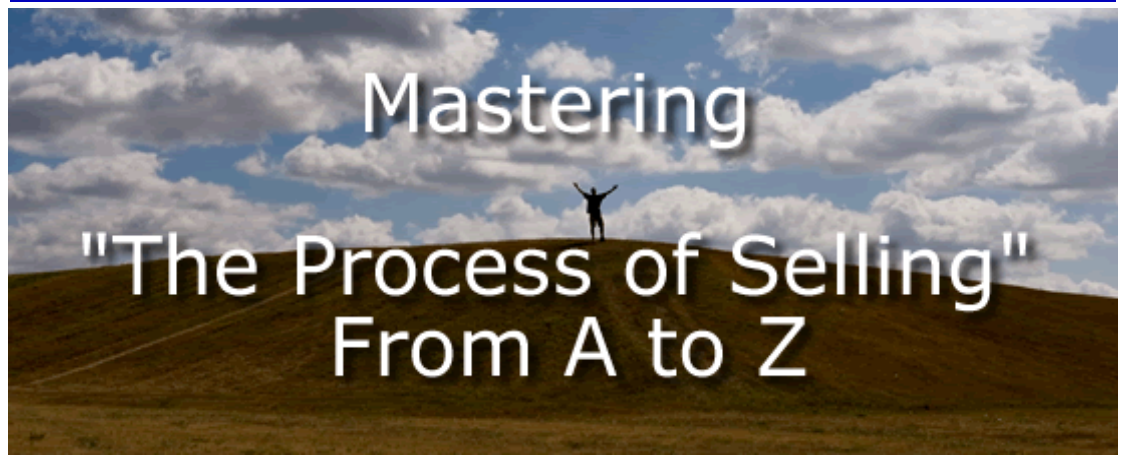
Day 3 – 8:00 – 3:30

Note: Times are adjusted based on number of participants & Corporate requirements

Location:

Your Company Location

For more information, please visit our website at tmsolutionsinc.net



This course is designed to develop and enhance skill sets required throughout the sales process. Using interactive teaching techniques, along with telecom specific role-plays and exercises; your sales people will leave with a proven, practical selling process that produces immediate results.

<ul style="list-style-type: none">▪ Prospecting/Networking▪ Vertical Marketing▪ Qualifying Prospects▪ Application Development▪ Conducting Need Assessments▪ Maintaining Pipelines▪ Negotiating Skills	<ul style="list-style-type: none">▪ Presentations/Demonstrations▪ Closing Techniques/Handling Objections▪ Dealing with Consultants/RFPs▪ Setting Yourself Apart from the Competition
--	---

Course Highlights:

- Designed specifically for Telecom Sales Personnel with IP Telephony emphasis
- Teaches a proven sales methodology that produces immediate results when applied
- Customer need assessment section discusses today's latest technology applications using questions to build ROI's and powerful presentations around them.
- Designed for all Sales Personnel from beginners to seasoned Sales Professionals
- Modules are designed to enhance skills required for increased and consistent performance
- Sales Managers tools to assist with setting objectives and measuring team results
- Industry specific role-plays based on actual sales events in a classroom setting
- Interactive and thought-provoking exercises designed to develop & enhance selling skills
- Forms that provide ongoing tools for participants
- Instructor draws from a decorated 19 year career in the Telecommunications Industry

Testimonials:

"Mastering the Selling Process is an excellent course specifically developed for the Telecom Industry. The sales people who attend are able to take valuable tools and experience from the class and use it immediately. In today's market, differentiation is key to success. A sales representative can differentiate him or herself by the professionalism, consultative sales skills and industry knowledge displayed in front of the prospect. This training is an excellent way to establish sound fundamentals. I highly recommend this course to those business men and women that want to invest in the caliber of their sales force." Mark Hughes, President – Datacom Warranty

"Very Good Course, good examples, great role-plays & class interaction." (Valor Telecom) – now Windstream Communications

"The course "Mastering the Process of Selling from A - Z", not only put clarity to many of the aspects of the sales process, but provided the tools I needed to further my career and be successful." Tyler Treadway – Fulton Communications

DAY ONE

“Prospecting for New Business” and **“Building a Strong Network”**

“Qualifying Prospects” – Includes a variety of lecture & exercises with suggested strategies for:

- Getting to the Decision Maker(s)
- Understanding the Decision-Making Process
- Establishing Buying Criteria
- **“Strategic Buying”** – how highly competent prospects make technology purchases
- Identifying Risks/Vulnerabilities
- Uncovering your Advantages
- Applying the “5 Areas of Business Concern



DAY TWO

Conducting Comprehensive Customer Assessments:

- How to effectively carry out high-level interviews using in-depth probing skills
- The power of well chosen questions and the ability to listen intuitively
- Understanding Buyers' Roles
- Discovering Technology Applications/Understanding Business Drivers/Issues
- Asking impact questions to build your ROI
- Conducting on-site equipment surveys

Maintaining pipelines with modules on **“Closing Ratios”**, **“Goal Setting”** and **“Time Management”**

DAY THREE

“Presentation and Demonstration” planning

- Presenting a “ROI” vs. “TCO”
- Dealing with Questions
- Technology Demonstrations
- Tips for Becoming a more Competent and Polished Presenter
- Facing Fears and Overcoming Them

“Improved Negotiating Skills” and **“The Art of Closing”**

“Working with Consultants” and **“Responding to RFPs”**

“Personal Effectiveness” – Stand out from the competition.

How to differentiate yourself and think outside of the box for unique and innovative ways to present solutions:

- Getting customer buy-in on you, your product, and your company
- Developing presence -- focusing in on the moment and the individuals you are dealing with



For more information, please
visit our website at
tmsolutionsinc.net