

2-DAY CREATING OPPORTUNITIES

Business Development Workshop

It boils down to one thing... how to have an effective conversation with another human being!

Countless sales professionals miss opportunities everyday because they do not understand the difference between business development and selling. They struggle to initiate communication with the right people, fail to ask relevant questions and often avoid prospecting all together. In a candid moment, most will admit that they are not confident about what to say or how to say it. Weak conversations are happening everywhere, everyday in every sales organization around the globe and yet very little is being done to resolve this obvious challenge. Let's fix it!



GREEN DOOR
CONSULTING GROUP

REGISTER TODAY

or call directly
781-589-4914

- 2 days of training
- materials
- lunch & refreshments

YOU WILL LEARN HOW TO...

- Instill a mindset of discipline and confidence
- Establish business development as a process rather than an event
- Create a message that is clear and compelling
- Confidently transition from initial connection to conversation
- Design a strategy to build and leverage a powerful network

Who should attend:

Business Owners that are searching for ways to grow

Sales Managers that want to inspire and direct their teams

Seasoned Sales Professionals that could benefit from a jumpstart

Junior Sales Professionals that are craving structure and confidence

LEARN MORE & REGISTER

Common Challenges:

- Disorganized approach
 - Lack of a consistent plan
 - Not confident about what to say
 - Cannot get past gatekeeper
 - Message is not clear
 - Message is not compelling
 - Conversation is not natural
 - Intimidated by difficult questions
 - Get tripped up when people ask why they should buy from you
- and more...*



"Prospecting is a process, not an event – learn to enjoy it and do it everyday"

– JCE CONSULTING

