

CRUSH YOUR QUOTA

This is what sales success feels like...

Professional Selling Masterclass



- Implement a Proven System of Sales Ideas, Methods, and **Techniques Used by Top Rainmakers** and Salespeople Worldwide
- **Get "Invited In"** to Appointments Over the Phone, Without Being Pushy
- Become a **Trusted Advisor** Throughout the Entire Sales Cycle
- Learn to Sell While Integrating **Impeccable Integrity**
- Close Bigger Deals... **Faster at Higher Margins**



Idaho State University

Continuing Education
and Workforce Training

FEES

Salesperson Enrollment (Per Person)

Qty. 1-4 \$2,100

Qty. 5-9 \$1,837

Qty. 10+ \$1,575

Early Bird discount rate per Salesperson for enrollments paid prior to August 1, 2022

Qty. 1-4 \$1,575

Qty. 5-9 \$1,377

Qty. 10+ \$1,181

Sales Manager Enrollment

Qty. 1-4 \$1,500

One sales manager seat included with each 5 paid sales enrollments

Enrollment Includes 36 hours of training, coaching, materials & graduates' Lifetime Access to future sales training

Note: Business owners may attend the Two-Day Boot Camp at no charge to create strategic alignment with their sales teams.

Welcome to the Professional Selling Masterclass

This 90-minute zoom session is designed to review the 3 Self Sciences and learn to utilize the information gained in the review to enhance your professional selling prowess.

Date: September 9, 2022*

Platform: Zoom

Boot Camp

Bonding - Connect with each of the four personality types. **Up Front Covenants**- establish a climate of collaboration. **Pain/Gain**- Identify the compelling and intensely motivating needs that will differentiate you from all your competitor. **Investment/Budget**- help clients understand your value. **Decision Process**- Identify all the decision-makers early in the sales process. **Presentation**- Deliver brilliant, engaging, and persuasive presentations that win business.

Date: September 26&27, 2022*

Time: 8:00am-5:00pm

Clinic 1: Master Prospecting

This clinic focuses on the two components of effective prospecting: Overcoming call avoidance and executing potent techniques. We help you build fresh and impactful prospecting approaches tailored to your company. You will learn how your emotions and personal programming can hinder your ability to close sales. This clinic will help you overcome call reluctance and connect with decision-makers.

Date: October 7, 2022*

Time: 8:00am-noon

Clinic 2: Master Persuasion/Presenting

Persuasion and influence are about building trust and communicating with potency. This clinic will train you to build strong relationships with clients/prospects and learn how a change of approach can help you accomplish this. You will learn presentation skills, observation skills, story telling, and how to eliminate objections before they derail you, and how to influence C-Suite. One of the hardest things to do is interact with people who are not like you; this program will help you learn how to do this every time, all the time.

Date: October 21, 2022

Time: 8:00am-noon

Clinic 3: Master Class-Closing Sales

Expert deal closers are masters at inspiring prospects to close themselves. We reveal the strategies, and tactics of successful "Rainmakers". This clinic trains you to identify real decision-makers, get commitments, and eliminate think-it-overs.

Date: November 4, 2022*

Time: 8:00am-noon

Clinic 4: Breaking Barriers Get Out of Your Own Way

Ever notice that you've become your own worst enemy? It's time to look at sales through a new lens. Discover how to break through your personal barriers to success. This clinic will cover topics related to eliminating hidden weaknesses that cripple sales, handle failure, overcome self-limiting beliefs/paradigms, and more. This clinic explores topics related to self-coaching, self-accountability, managing your pipeline, setting a goal management plan, and more.

Date: November 18, 2022*

Time: 8:00am-noon

Clinic 5: Breaking Barriers Emotional Intelligence

Unlock the miracle of Emotional Intelligence (E.Q.). Every increased point in E.Q. score raises your income by \$1,800. We begin by unleashing the power of internal and external motivation. This session will help you increase your commitment to sales success and hold yourself accountable. Most of us don't like dealing with our limitations, but phenomenal growth results when they do.

Date: December 2, 2022*

Time: 8:00am-noon

Completion of the Course Qualifies You for a Master Sales Person Certificate From the Walter P. Brown Center for Sales Excellence at the Idaho State University College of Business

Enroll Today

208.282.3372

cetrain.isu.edu/masterclass



*Flex-Scheduling allows enrollees to attend sessions over a variety of offered dates.