

You Want More Sales and Fast, Right?

Enroll in our On-demand B2B Phone Skills Sales Training Program today!

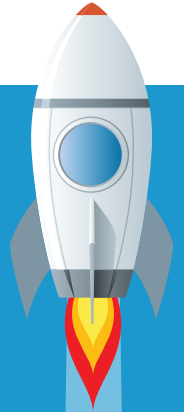
Why SalesBuzz On-Demand training? Because you want to get traction fast. Because another day of ho-hum sales performance and missed targets is a day wasted when your team could be filling their tanks right now with SalesBuzz rocket fuel!

Start learning immediately, put new skills into play on the very next call, and begin hitting and exceeding quota.

Get a Free Quote

Your sales team needs training. You want to see results, like, yesterday. Let's get started!

[GET A QUOTE](#)



Our B2B Phone Skills Sales Training Curriculum

Sales Course #1

Your New Opening Value Statement

Learn what to say after “Hello, my name is...” This week you will learn how to **custom** create an opening value statement that piques interest and lowers resistance in the first 30-seconds of a sales call.

- ✓ How to Pique a Prospects Interest in the First Few Seconds of a Sales Call
- ✓ Eliminate “No, Thanks”, “Not Interested” / “We’re All Set” Responses
- ✓ Includes word-for-word sales script templates/examples for Cold and Warm Calls
- ✓ Comprehension Exam

Sales Course #2

Gatekeepers & Voicemails

In this sales course, you will learn how to avoid being rejected by gatekeepers and how to leave voicemails that get prospects to call you back.

- ✓ Avoid Getting Rejected by Gatekeepers
- ✓ Increase Voicemail Call Backs
- ✓ Includes word-for-word sales script templates/examples for Gatekeepers & Voicemails
- ✓ Comprehension Exam

Sales Course #3

Engagement Questions

This sales course will show your team how to uncover a problem your prospect doesn't know that they have.

- ✓ How to Get Your Prospect to Open Up
- ✓ Uncover a Prospect's Hot Button (Buying Motives)
- ✓ Create Urgency for a Solution
- ✓ Includes word-for-word sales script templates/examples for
 - How to Pique a Prospect's Interest in the First Few Seconds of a Sales Call
 - Eliminate "No, Thanks", "Not Interested" / "We're All Set" Responses
 - Includes word-for-word sales script templates/examples for Cold and Warm Calls
- ✓ Comprehension Exam

Sales Course #4

Qualifying

In this sales course we will discuss the three phases of qualifying, how to uncover your prospect's purchasing process, and how to reduce stall objections.

- ✓ Identify the Real Decision Maker(s)
- ✓ What to do (and NOT do) If You Aren't Speaking With the Real Decision Maker
- ✓ How to Qualify Your Prospect on Price / Affordability
- ✓ Includes word-for-word sales script templates/examples for:
 - Includes word-for-word sales script templates/examples for Cold and Warm Calls
 - Time Frame
 - Price (no more surprise "not in the budget" objections!)
- ✓ Comprehension Exam



Sales Course #5

Presentation Skills & Objection Handling

This sales course will show your team how to tailor presentations to their prospects hot buttons and buying motives, smoothly transition from presentation to closing, and how to handle objections and close the sale.

- ✓ Give Presentations that Hit the Prospects Hot Buttons & Increase Desire For Action
- ✓ How to Uncover the Real Objection & Close the Sale
- ✓ Includes word-for-word sales script templates/examples for:
 - Presentation Tie-downs
 - Closing on Solution Concept
 - Isolating the Real Objection
 - Handling & Closing the Sale
- ✓ Comprehension Exam



Sales Course #6

Follow-up Calls & Referrals

In this sales course, your team will learn how to avoid follow-up call failure, a 5-step follow-up call strategy, plus how to use social selling to generate warm inbound leads and referrals.

- ✓ Make Sure Your Follow-Up Calls Lead to a Close
- ✓ How to Safely Get More Referrals w/out Risking Your Client Relationship
- ✓ Includes **word-for-word sales script templates/examples** for:
 - Presentation Tie-downs
 - Closing on Solution Concept
 - Isolating the Real Objection
 - Handling & Closing the Sale
- ✓ Comprehension Exam



Sales Course #7

Goals Setting

In this sales course, Michael shares personal strategies that will help you overcome challenges and reach new achievements.

- ✓ How to Stay Motivated – Especially During Tough Times
- ✓ Set and Achieve More Sales & Personal Goals



Sales Course #8

Time Management Skills

In our final sales class, we will discuss simple time management and call block strategies that will have a huge impact on your sales numbers.

- ✓ Be More Productive & Gain Structure to Your Day
- ✓ FINAL Exam

Michael Pedone / SalesBuzz

Online Sales Training That works

Hi, I'm Michael Pedone, the founder, CEO, and head instructor at SalesBuzz.com. I'll take your team through the same steps I used to achieve top sales awards while winning the praise of my sales managers. The same sales strategies that allowed me to start my own companies and give my family the lifestyle I never had but always wanted. I have a unique phone sales method that anyone can learn in just 8 hours and use to start generating more sales. I look forward to sharing it with you and your team.



Ready to get started?

Your Sales Team Can Start Learning and Using New Sales Techniques Today!

[GET A FREE QUOTE](#)

[QUESTIONS? LET'S TALK](#)



Online Sales Training Program for B2B inside sales teams (SDRs, BDRs, and Account Executives) who want to learn how to engage prospects, book appointments, identify hot buttons and buying motivations, present with persuasion, handle objections and close more new business.

888-264-0562

