

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

HOW TO DRIVE EFFECTIVE USE OF VIDEO FOR YOUR SALES TEAM

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

SALES MANAGEMENT AND LEADERSHIP BOOTCAMP

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			



MY ACTION PLAN

2023 Planning Does Not Look Like 2022 Planning. You Ready?

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

UNDERSTANDING THE REAL PROCUREMENT IN ENTERPRISE SALES

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

ACTIVE LISTENING

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

THE BUYERS' EXPERIENCE

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

RESPECT CONTRACT

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

ART AND SCIENCE OF OPEN AND CLOSED-ENDED QUESTIONS

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

PAINTING PICTURES OF PAIN

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

ASSIGNING ACCOUNTABILITY TO PROSPECTS

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

BREAK UP EMAILS

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			

MY ACTION PLAN

JOB SEARCH AND INTERVIEWING TIPS

	WHAT I'LL DO	WHEN I'LL DO IT	EXPECTED OUTCOME
LESSON #1			
LESSON #2			
LESSON #3			
LESSON #4			