

# The Sales Bar

What We're Serving At The Bar

## Challenge Paths

- Getting More DM's On The Phone
- Having Better Conversations
- Utilizing The Gatekeeper
- Keeping A DM On The Phone
- Overcoming Objections
- Getting The Close

## Paths By Role

- Business Development Rep
- Account Manager
- Acquisition (Full Sales Cycle)
- Inside Sales Manager

## Specials Include:

- Happy Hour – Live Q&A & Training
- Discussion Forums
- 60+ Coached Call Recordings



### Skills on Tap for Reps

- Engaging The Customer
- Overcoming The "Brush Off"
- Capturing New Contacts
- Prioritizing Leads
- Exploring For Value
- Voicemails That Get Returned
- Overcoming Objections
- Elevator Pitches That Work
- Closing For Call Commitments

### Skills On Tap For Managers

- The COACHN Model For Meetings
- Call Coaching
- Developing Your Team
- Conducting Performance 1:1 Meetings
- Time Management For Sales Managers
- Driving Sales Performance With Goals
- Toolkits For Maintaining New Rep Skills
- Sales Management Cadence (Essential Meetings)



## Coming Soon!

- Transitioning To Close
- Having A Goal For Every Call
- Proposing Solutions With Value
- Conducting Team Pipeline Meetings
- Sales Huddles