

Persuasive Prospecting[®] Training Curriculum

Funnel Clarity offers in-person and online sales prospecting training to empower your team.

Persuasive Prospecting[®] combines research-based coursework and prospecting call examples with practical exercises your team can start applying right away.

Ready to take your team from calling cold to striking gold?

Request a demo of our prospecting training today.

[Schedule Your Demo](#)

Course Material

pt 1 Finding the Right Contact

Learn the best way to analyze and research prospecting opportunities.

pt 2 Breaking Through Vendor Noise

Reach decision makers quickly and build rapport with them.

pt 3 Establishing Expertise

Key questions to influence buyers.

pt 4 Handling Objections & Securing Meetings

Listen attentively to your prospect's needs and gain commitment.

Includes

 Videos

 Live Call Recordings

 Proven Research

 Certificate of Completion

 Quizzes

 Follow-Up Assignments

Duration and Delivery



Online



On-Site



Teams



Individuals

Persuasive Prospecting[®] can be completed online in three weeks, and includes four weeks of reinforcement materials. Your organization can also customize the delivery of this training to meet the needs of your team, condensing the information into a just a few short days or extending it over a longer period of time.

Training also includes study groups, coaching resources for sales managers and more.

3 weeks or less

4+ weeks of reinforcement materials

What Our Clients Say



Chris Lukasiak,
SVP of Sales & Marketing



It was being able to listen to and watch real sales reps doing their job. It's being spoon-fed information one day at a time, versus going to a 2-day summit and getting a firehose of information. One rep told me on Day 3, she called the CEO of major healthplan - she got them on the phone on the first attempt. It was totally eye-opening - she is a 30 year veteran!