



GetAccept

How to build the world's best sales team
with the right structure and tools

-- Mathias Thulin –
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Stockholm/Arn

To Time	To Flight
07:00	D83194
Forecast Expected	Departure Terminal
07:00	

norwegian



San Francisco, CA

Stockholm

Malmö

Paris



GetAccept

Majority of deals go dark

60%

Deals end up
in a black hole

B2B businesses have on average:

24% win rate

16% lost deals to competitors

60% goes dark

That's a lot of lost money

Successful
Salespeople surprise you


Successful
Salespeople make
it personal

Successful
Salespeople build trust

Successful
Salespeople are easy to
communicate with

Successful
Salespeople make you feel that
you are buying
not being sold to



A light blue world map with numerous small, dark blue location pins scattered across various continents, including North America, Europe, Asia, and Australia. The pins are more densely clustered in North America and Europe.

Trusted by over 1500 companies around the world

Some of our happy GetAccepters

STANLEY.
Security

Scandic

TELE2

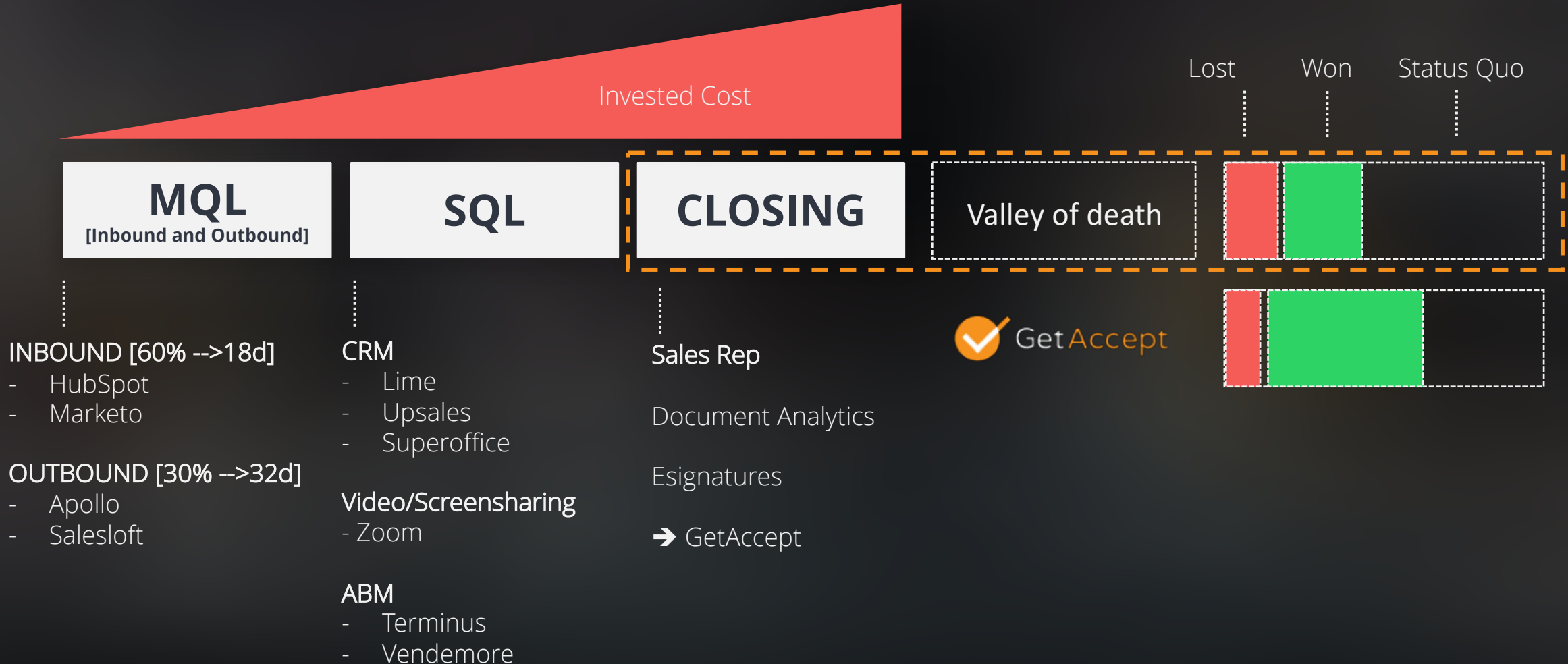
Sigstr

SIEMENS

 **fortum**

Control Your Whole Sales Process

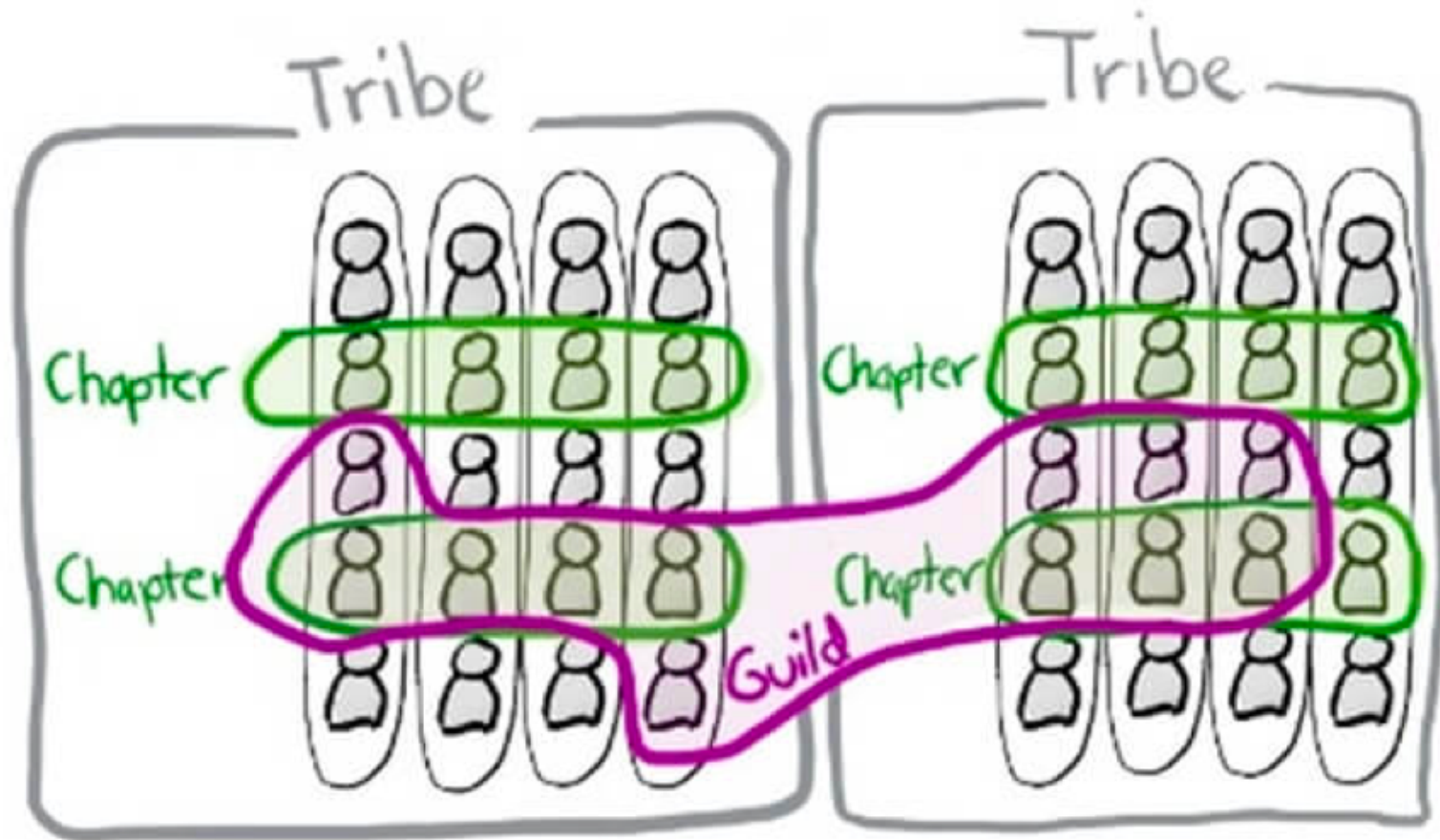
From initial presentation to **signed contract**...



How GetAccept works

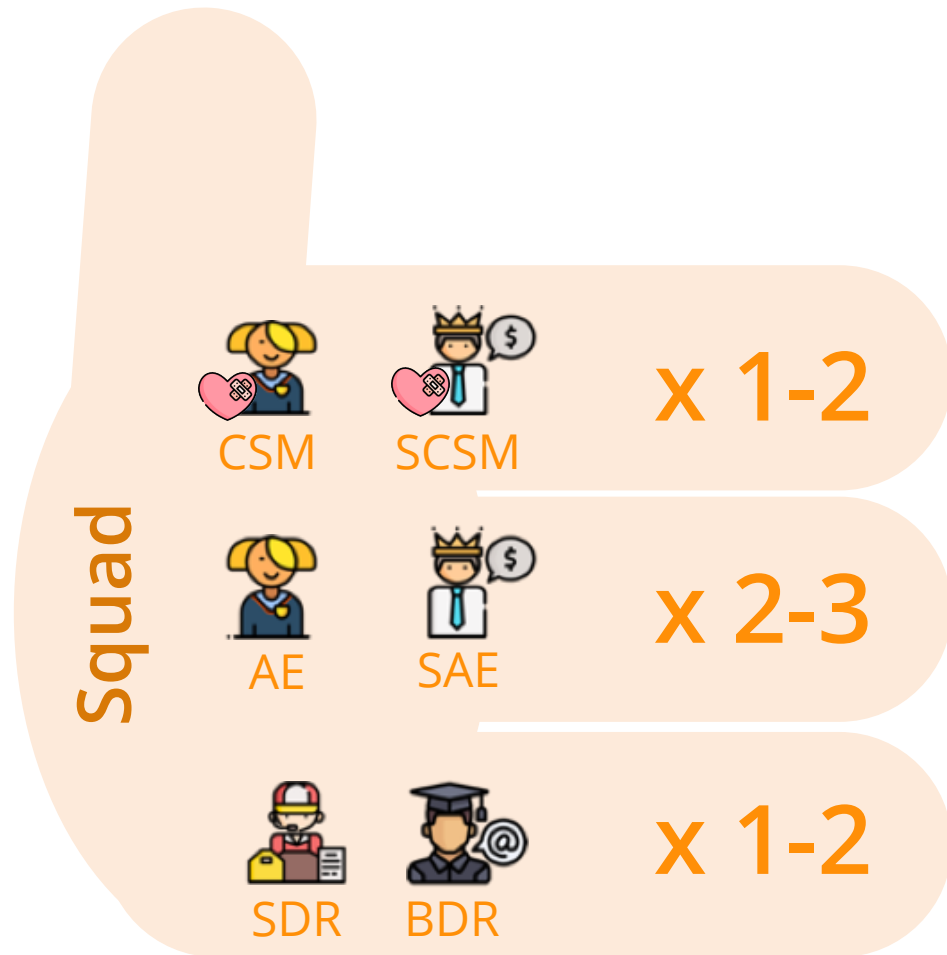


Spotify Engineering Culture



We Work in Squads to Achieve the Best Results

A squad is put together to manage the full sales cycle from first touch to closed deal



How to work in Squads

By working in squads we share the responsibility to create as much deals as possible. You get to know each other, your strengths and how to do hand overs.

You have quick daily stand ups to discuss what's on the agenda during they day, you go through your goals and important handovers. If you need help with anything you mention this and then you discuss it in 1-to-1 session to not take everyone's time[5min]

Weekly you set new goals for the coming week and discuss change in strategies [20 min]. Are there any booked or held meetings that needs to be discussed...

Monthly you summarize your result towards your goals and discuss any changes in strategies [30-60min]



SALES
GetNext

2

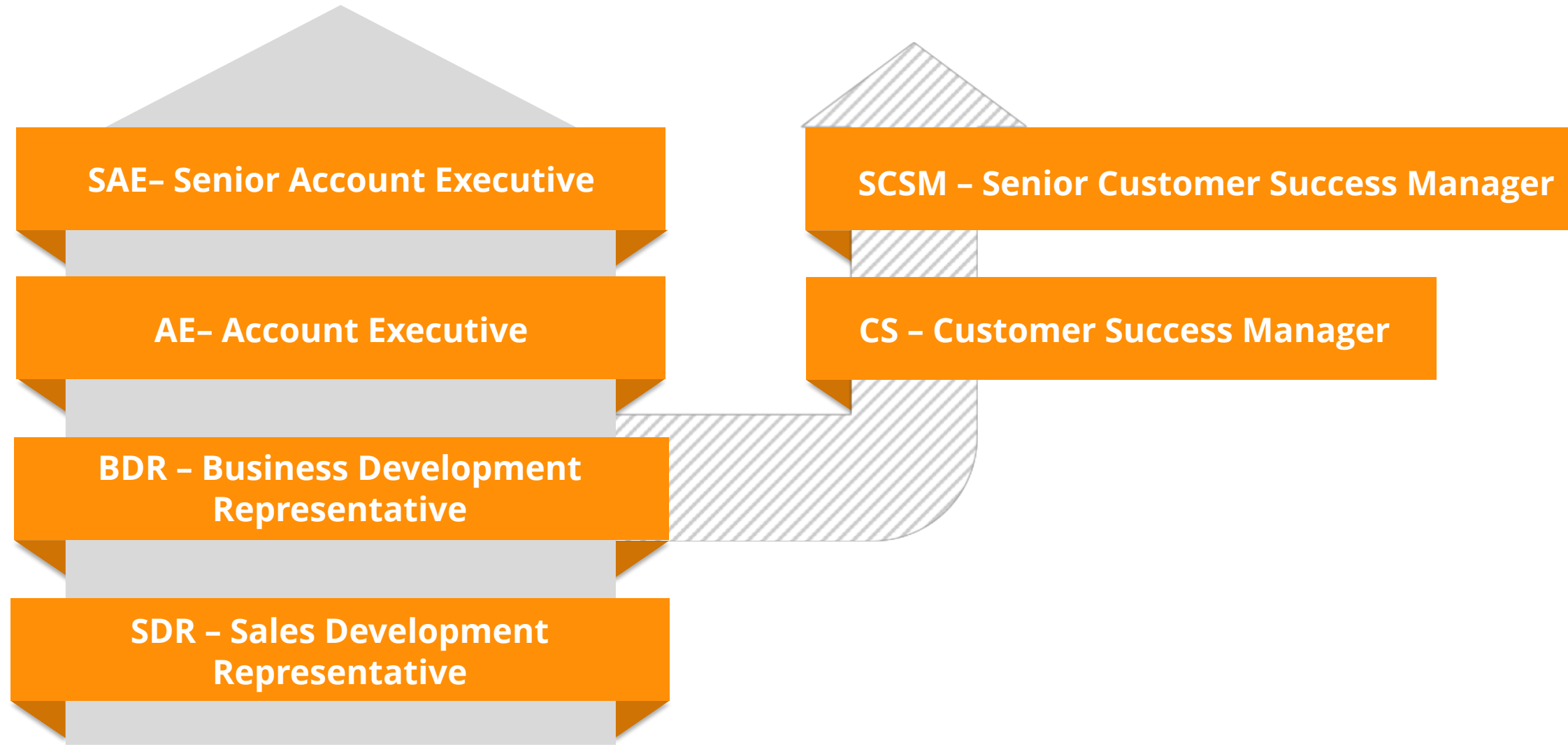
Months
Pay-back

6

Months To
Hit Full Quota

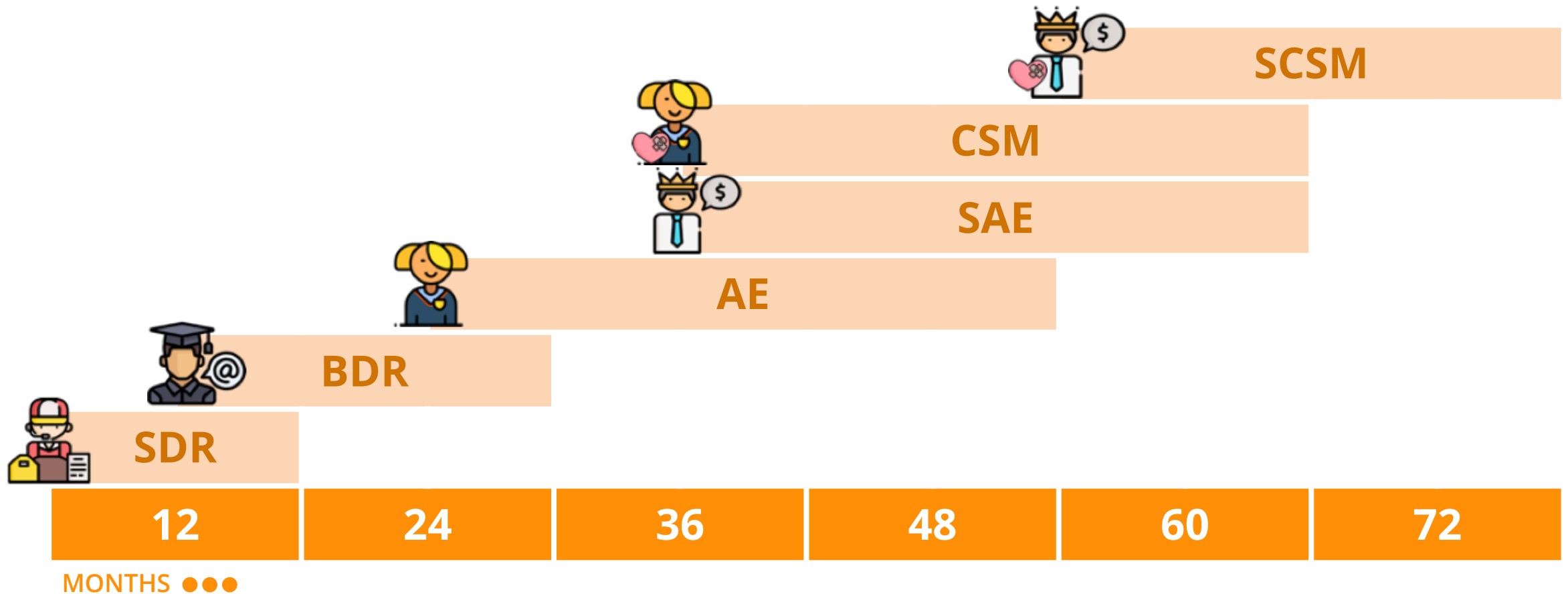
The Sales Step Plan That Helps you Become Successful in Sales

Every sales rep knows what is expected and what to do to develop their skills to become a sales superstar



Everything takes it's Time And Everyone is Different

They say that to become an expert in your profession you need to spend 10 000 hours.



An aerial photograph of a sports field, likely a soccer field, with a green artificial turf surface. The field is surrounded by a grey paved area and a metal fence. In the background, there are several large blue inflatable structures and white tents. The text "EPISODE 5" is written in large, bold, white capital letters across the top half of the image, and "SAN FRANCISCO" is written in large, white capital letters across the middle of the image.

EPISODE 5

SAN FRANCISCO

JUST DO IT.



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