

Startup Success

THE STRUCTURE OF A SUCCESSFUL SALES CALL

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MODULE 5 // Easy, Effective, and Enjoyable Sales Systems

Sales Call Structure

1. Where are you at right now?
2. What are you working to achieve?
3. What's holding you back from _____?
4. What type of support are you looking for at this point in time?
5. IF it's a good fit, share with them your detailed plan for their success.