



Sales Training Ideas

- ✓ Use a sales training template.
- ✓ Listen to and assess call recordings.
- ✓ Subscribe to industry publications, newsletters, and podcasts.
- ✓ Present your buyer's journey.
- ✓ Have the team do objection-handling training exercises.
- ✓ Conduct a competitive analysis.
- ✓ Get certified.
- ✓ Provide opportunities for shadow programs.
- ✓ Host success (and failure) panels.
- ✓ List your potholes.
- ✓ Conduct new-contact icebreakers.

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LP Steffe



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