



**WE ALSO OFFER
CUSTOMIZED WORKSHOPS
& TRAIN-THE-TRAINER
SESSIONS FOR YOUR
ORGANIZATION!
PLEASE CALL US &
SEE HOW WE CAN HELP
YOUR COMPANY ACHIEVE
YOUR GOALS!**

**Call Us Now to Schedule a
Demo Class or Pilot!**

Benefits You Will Receive:

- **Increase new, C-Level appointments with targeted messages to the right level of decision makers increasing overall sales and revenues.**
- **Achieve similar results as clients like Verizon Wireless, ADP, Time Warner Cable, Citi Capital and Monster.com. See our website for more details:**
www.ProspectingToTheTop.com.

*Call Us Today To
Find Out More Info:*

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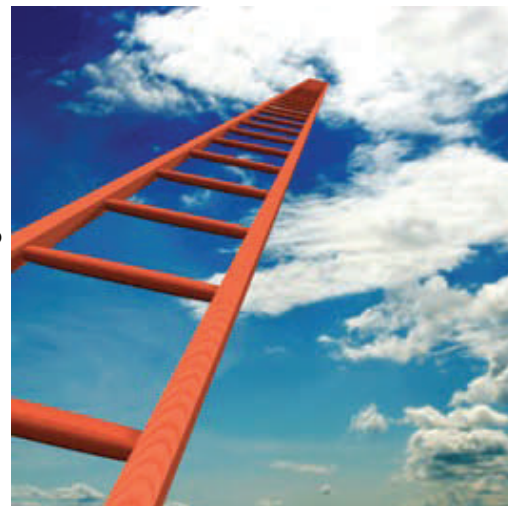
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PROSPECTING TO THE TOP™ WORKSHOP

STOP WASTING TIME & MONEY WITH PROGRAMS THAT DON'T WORK!

Why This Workshop Is So Important:

- ◆ Everyday salespeople cold call with little to no success. They get stopped by gatekeepers or prospect indifference. They call on folks who are not the decision makers or C-Level executives.
- ◆ Instead of another telephone prospecting or cold calling class, sales reps and managers are looking for new ways to access executives.
- ◆ Prospecting To The Top provides salespeople with a proven and successful prospecting process and the tools to differentiate themselves from the competition. Our documented results prove salespeople will book more sales appointments at the right level, with the right message.



At The End of This 1 Day Workshop, You Will Be Able To:

- ◆ Identify what motivates prospects to grant appointments.
- ◆ Describe the behavior of typical salespeople compared to top sales professionals.
- ◆ Develop an Impactful Value Proposition.
- ◆ Implement the three most effective methodologies for gaining new appointments. The Refer-Down, The Refer-In, and The "7-Touch" Methodology.
- ◆ Discuss strategies for working with "Gatekeepers".
- ◆ Develop, practice, and implement prospecting scripts that will warrant the attention of Decision Makers.
- ◆ Create scripts for a Prospect's Indifference.

What's In It For You:

- ◆ This interactive and practical workshop is designed for any outside sales rep or manager who wants to improve their prospecting messages, increase their percentage of appointments booked and target the right level of executives closing more business.
- ◆ **Please visit our Results page on our website**
www.ProspectingToTheTop.com for more details.