

Your Intention Matters




SOAR

SOAR SELLING
PROGRAM
OVERVIEW

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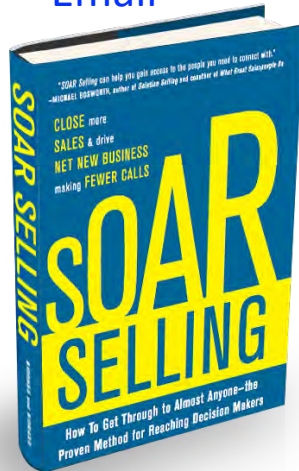
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SALES TRAINING

HOW TO GET IN

- Telephone
- LinkedIn
- Email

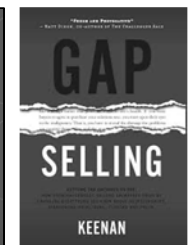
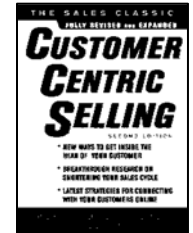
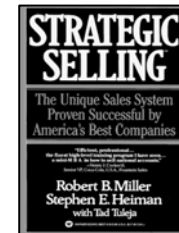
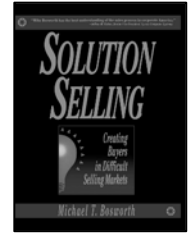
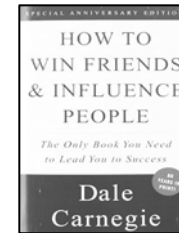


NO CONTACT = NO MEETING
NO MEETING = NO SALE



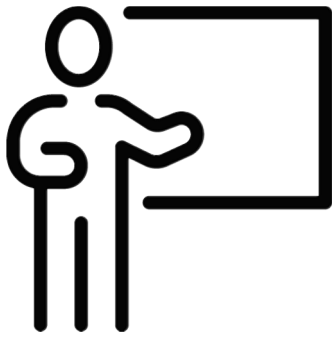
ONCE YOU ARE IN

- Qualify The Opportunity
 - Recommend Your Solution
- Close: Objections | Negotiating**





HOW WE TRAIN



Live,
In-Person



Live,
Virtual



Online
E-Learning



Train-
The-Trainer

Note: In-Person Facilitation is not currently available (Effective March 2020)



SOAR SELLING LIVE VIRTUAL TRAINING



SOAR: LIVE VIRTUAL TRAINING

How To Make Contact With the Decision Maker by Telephone

Content:

- How to Ask for the Decision Maker with Confidence.
- Overcome Receptionist Resistance
 - Who is Calling?
 - Regarding?
 - Expecting Your Call?
 - Company Details?
 - Sales Call?
- Make Contact despite Voicemail

Length: 90-Minutes

Investment: \$1,875.00

Participants: Up to 50 per Session

Value Statement Creation Overcoming Resistance

Content:

- How to Engage an Executive Assistant Effectively
- Value Statement Components
- Your Value Proposition
 - Formulas
 - Research Support
- Qualify a "SMS" Request
- Leave an Effective Voicemail

Length: 90-Minutes

Investment: \$1,875.00

Participants: Up to 50 per Session

LIVE DIAL EXPERIENCE



Content:

- Participants make Real Phone Calls into Real Companies (1 at a time)
- Facilitator Lead Dials
- Feedback / Coaching provided per live dial attempt

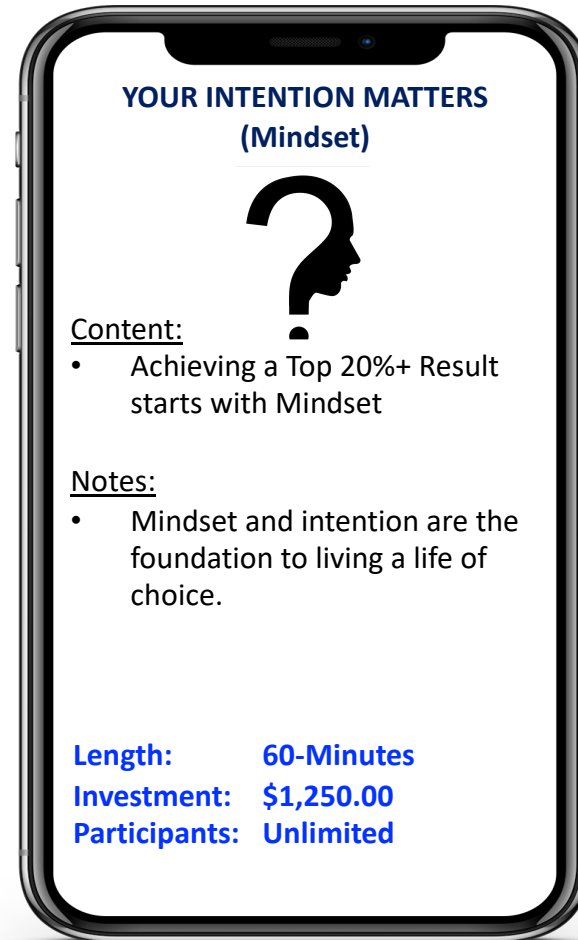
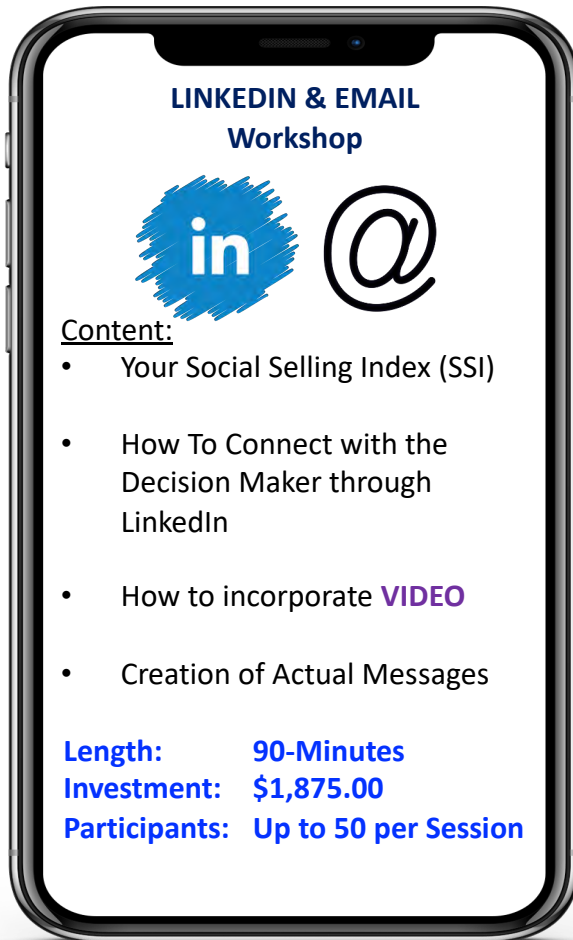
Length: 60-Minutes Each

Investment: \$1,250.00

Participants: Up to 4 people per Live Dial Session



SOAR: LIVE VIRTUAL TRAINING





SOAR SELLING ONLINE

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SOAR: ONLINE



Pricing: \$299.00 USD per License (1 License/Person)
Access: On-Demand (24/7)
Term: 12-Months
URL: www.soartraining.com/online
7-Day FREE Trial

COURSES

1. Introduction to SOAR
2. The No Information Zone
3. Ride The Bull
4. Creating Value
5. The Power Zone
6. Overcoming Resistance
7. Voicemail
8. LinkedIn & Email
9. Putting It All Together



GLOBAL RESULTS

TELEPHONE

	<u>Prior to SOAR</u>	<u>SOAR Selling</u>	<u>ROI</u>
Contact Made*	12%	54%	450%
Confirmed Next Steps	17%	39%	229%
Voicemail Messages Returned	2%	34%	1700%

* Contact Made – An actual conversation with the Decision Maker or High Influencer

EMAIL

	<u>Prior to SOAR</u>	<u>SOAR Selling</u>	<u>ROI</u>
Open Rates	21.33%**	37.5%	176%
Click-Thru Rates	2.62%**	42%	1603%

** Source: <https://mailchimp.com/resources/email-marketing-benchmarks/>

LINKEDIN

	<u>Prior to SOAR</u>	<u>SOAR Selling</u>
Connecting with a Contact	N/A	42% - 71%
1 st Message Open Rates	N/A	68%
1 st Message Reply Rates	N/A	41%



SOAR: CLIENTS

References are available





CONTACT US



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