

Your Intention Matters




# SOAR

## SOAR SELLING TRAINING OVERVIEW

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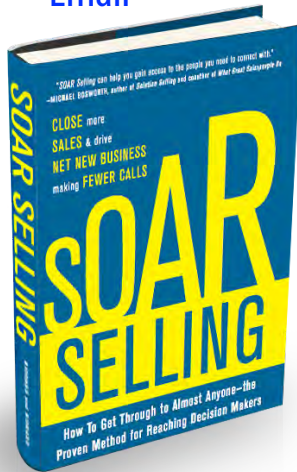
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# SALES TRAINING

## HOW TO GET IN

- Telephone
- LinkedIn
- Email

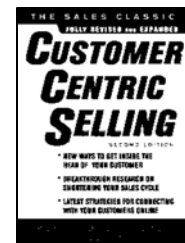
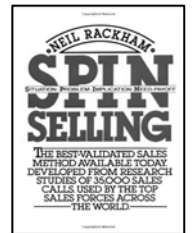
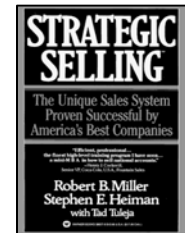
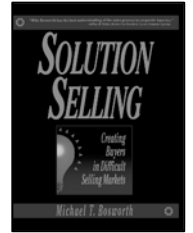
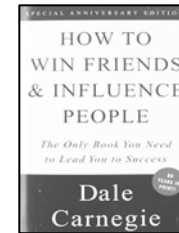


**NO CONTACT = NO MEETING**  
**NO MEETING = NO SALE**



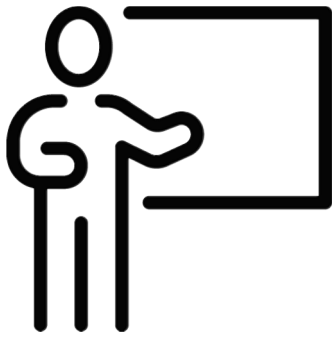
## ONCE YOU ARE IN

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





# HOW WE TRAIN



Live,  
In-Person



Live,  
Virtual



Online  
E-Learning



Train-  
The-Trainer



# SOAR SELLING VIRTUAL TRAINING

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# SOAR SELLING: LIVE VIRTUAL

## How To Make Strategic Contact By Telephone

### Content:

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

**Length:** 90-Minutes  
**Investment:** \$1,875.00 USD  
**Participants:** Up to 50

## Creating Value and Overcoming Resistance

### Content:

- Traditional Sources of Advantage
- Value Statement Components
  - Your Value Proposition
    - Formulas
    - Research Support
- Qualify A "Send Me Information" Request
- Leaving An Effective Voicemail Msg

**Length:** 90-Minutes  
**Investment:** \$1,875.00 USD  
**Participants:** Up to 50

## 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 USD  
**Participants:** Up to 4 per dial session



# SOAR SELLING: LIVE VIRTUAL

## LINKEDIN & EMAIL Workshop



### Content:

- Your Social Selling Index (SSI)
- How To Connect with the Decision Maker through LinkedIn
- How to incorporate **VIDEO**
- Creation of Actual Messages to Use

**Length:** 90-Minutes  
**Investment:** \$1,875.00 USD  
**Participants:** Up to 50

## YOUR INTENTION MATTERS (Mindset)



### Content:

- Achieving a Top 20%+ Result starts with Mindset

### Notes:

- Mindset and intention are the foundation to living a life of choice.

**Length:** 60-Minutes  
**Investment:** \$1,250.00 USD  
**Participants:** Unlimited





# SOAR: GLOBAL RESULTS

<u>TELEPHONE</u>	<u>BEFORE SOAR</u>	<u>WITH SOAR</u>	<u>IMPACT</u>	<u>2020 (COVID)</u>
Contact Made*:	12%	54%	+450%	47%
New Meetings Scheduled:	17%	39%	+229%	34%
Returned Voicemail Messages:	2%	32%	+1600%	38%
* Contact Made: An actual conversation with a Decision Maker or High Influencer				
<u>EMAIL</u>	<u>BEFORE SOAR</u>	<u>WITH SOAR</u>	<u>IMPACT</u>	<u>2020 (COVID)</u>
Click-Thru Rates:	2.62%**	34%	+1298%	46%
** Source: <a href="https://mailchimp.com/resources/email-marketing-benchmarks/">https://mailchimp.com/resources/email-marketing-benchmarks/</a>				
<u>LINKEDIN</u>	<u>BEFORE SOAR</u>	<u>WITH SOAR</u>	<u>IMPACT</u>	<u>2020 (COVID)</u>
New Connection Accept Rates:	N/A	42%		61%   72%
1 <sup>st</sup> Connection Message Open Rates	N/A	47%		68%
1 <sup>st</sup> Connection Message Reply Rates	N/A	31%		39%





# SOAR SELLING ONLINE

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# SOAR SELLING: ONLINE



Access: 24/7 On-Demand  
License: 12-Months per License (1 License per Person)  
Platform: LMS (Desktop or Mobile)  
Investment: **\$199.00 per License**

## COURSES

1. The No Information Zone
2. Ride The Bull
3. Creating Value
4. The Power Zone
5. Overcoming Resistance
6. Voicemail
7. LinkedIn & Email
8. Your Intention Matters
9. Proof Of Concept



# CLIENTS

References are available





# CONTACT US



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