

Alliances

How to get leads handed to you

BEDROCK
Learning

Online Course

2 hours

\$89 US

teams up with **GAIL KASPER**

gk



Together, Bedrock Learning and Gail Kasper have created a series of comprehensive courses designed specifically to provide individuals within the low-voltage installation industry with the knowledge and resources to become more

effective at generating leads and sales for their businesses.

Gail Kasper, an outstanding sales and industry trainer for over 12 years, is a professional speaker, author, Top 1% Club Mentor, television host, and advice columnist, she also created SAD-T™ (Systematic Attitude Development-Technique™), a proprietary system which transformed her life and is the essence of her book *Unstoppable: 6 Easy Steps To Achieve Your Goals*. Her books also include a self-help autobiography *Another Day Without A Cage: My Breakthrough From Self-Imprisonment To Total Empowerment*.

This course provides real-world applications for building alliances that sales professionals can implement immediately.

DESCRIPTION

Building alliances isn't easy. As a matter of fact, if not done properly, you will spin your wheels and waste time. Get the simple, step-by-step processes to avoid pitfalls and produce revenue you deserve. Isn't it time to build a network of individuals who willingly hand leads to you?

OBJECTIVES

- List the 9 steps to develop alliances that will produce leads
- Share what to say when meeting alliances, from questioning to co-marketing strategies
- Explain how to identify the 'red flags' and when to call it quits with an alliance
- List three things that will set you up for success with an alliance
- Explain how to cold call an alliance and create a new opportunity
- Share the importance of follow up and the effective techniques to make things happen

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