

Make More Money with Referrals

Capitalize on opportunities your current relationships bring 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, has worked with some of the world's leading low voltage system providers, Fortune 500 companies, Ivy League universities, professional sports teams, and athletes. She is also the author of two books, *Unstoppable: 6 Easy Steps To Achieve Your Goals* and *Another Day Without A Cage: My Breakthrough From Self-Imprisonment To Total Empowerment*.

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

DESCRIPTION

Capitalize on the opportunities your current relationships bring you. Gail Kasper delivers the three steps to easy referrals, sharing the most progressive techniques and teaching you how to create your own customer priority program.

OBJECTIVES

- Identify the 3 steps of the referral process and explain how to use them to get results
- Create and incorporate a Customer Priority Program to gain referrals
- Deliver a proven referral presentation
- List the 3 biggest mistakes people make with respect to referral prospecting
- Identify the best way to maximize inter-department or inter-industry referrals
- Explain how to utilize incentives with fellow employees

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2 Contact Hours



2 hours
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