



## WHAT WILL YOU LEARN?

Prospecting is one of the keys to your sales success. Keeping your pipeline full ensures that you will continue to attract new business, and so your success today is a result of the prospecting you did six months ago. In this one-day workshop, you will become skilled at prospecting and learn the 80/20 rule. After this course, you will know who to target and how to target them, and commit to do some prospecting every day through warming up cold calls, following up on leads, or networking. You will also build your personal prospecting plan and learn how to ensure your future by planting seeds daily.

## WHAT SKILLS WILL YOU DEVELOP?

- The importance of expanding your client base through effective prospecting.
- How to use a prospecting system to make you more successful.
- How to identify target markets and target companies with the 80/20 rule in mind.
- How to develop and practice networking skills at every opportunity.
- How to develop, refine, and execute the art of cold calling.

## WHY TRAIN WITH US?



At [ellabates.com](http://ellabates.com), we hold 20 years in Corporate Training standing firm as the provider of dynamic training experience utilizing our guaranteed corporate training success formula, trainingx3. [www.ellabates.com](http://www.ellabates.com) 905 914 0029 [www.trainingx3.com](http://www.trainingx3.com)

## TrainingX3™

Our proprietary TrainingX3 method provides 3 huge advantages of Knowledge Retention, Transfer and Structured Support. This powerful designed Improves productivity & adherence to quality standards, enhance employee skills & abilities, boost staff adoption of management's strategic goals, amplify ability & responsiveness to change, help turn plans into actuality, fill the knowledge gaps to boost staffs' position portfolio. With our guaranteed corporate training formula, we will give your organization the Learning Culture to Retain & Attract talent by investing in your people with our dynamic training facilitation.

