



## "Effective sales prospecting - The how, why & when"

The key to hitting targets each month is all about your prospect list and building this and keeping it up to date. It's also about building it for short, medium and longer term sales business. Too often we are having a good week or month and not still prospecting. It's key to do this as we know that we are starting fresh next month! Prospecting can also be time consuming so it's key that we have a strategy for prospect building during good and bad months. Let us help you with...

1. Learning the best times to prospect
2. Where to start in building your prospect list
3. Identifying who is a real prospect
4. Develop a daily and weekly prospect strategy
5. Managing your prospect list for short, medium and long term