



"Sourcing more leads in less time"

Sales is all about finding leads but also about finding the right leads. With more demands on sales people to get in front of more customers, the actual time to build your database becomes less. There are also more and more avenues to find leads, in fact some would say too many avenues. Sourcing more leads in less time is all about learning new and more effective ways to build your database in less time. Learn...

1. How to develop a leads strategy
2. Understanding how and when the best time is to prospect
3. How to prospect on the go
4. How to identify who is a real prospect and who is just a name on your list
5. Build a short, medium and long term leads strategy