



The background features a minimalist design with a white top half and a dark gray bottom half. In the bottom-left corner, there is an overlapping triangle shape composed of three colors: a light beige triangle at the top, a dark navy triangle in the middle, and an orange triangle at the bottom. This geometric element serves as a focal point for the text.

DESIGNING THE ULTIMATE **SALES PROCESS**

OUR GOAL

UNDERSTAND
SALES PIPELINE

CREATE A SUCCESS
SALES PROCESS



FIRST THINGS FIRST
**SALES DAYS IN
THE MONTH MATTER**

THINGS TO REMEMBER

- YOU PICK THE PROCESS
(not the CRM)
- HAVING A PROCESS IS
CRITICAL TO SUCCESS
- KNOW WHERE TO FOCUS
AND TO USE A PIPELINE

SALES IS YOUR RESPONSIBILITY



SALES PROCESS

THE BASICS MATTER

SALES PIPELINE

SALES IN ACTION

SALES PROCESS HOW-TO

DOWNLOAD THE RESOURCE & FOLLOW ALONG







A dark, atmospheric landscape featuring a road that curves away from the viewer towards a range of mountains in the distance. The sky is filled with heavy, textured clouds. In the foreground, there are utility poles and wires on the left side of the road. The overall mood is somber and contemplative.

TAKE ACTION
BLOCK TIME & MAKE IT HAPPEN