THE 2020

SALES SUCCESS KIT

Close

Not sure where to start? We recommend working through the kit in the following order.

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01 Yearly Sales Goal Calculator

A calculator for determining MMR, planning yearly sales goals, analyzing monthly sales trends, and more.

02 Sales Strategy Template

A checklist designed to help you develop a winning sales strategy and streamline your team's activities.

03 Objection Management

A worksheet featuring a series of the most common objections, along with space to create your own.

04 Product Demo Checklist

A checklist for creating top-tier product demos. Includes qualifying, scheduling, preparing, and presenting.

05 Sales Call Script

A simple script that'll serve as a foundation for your sales call routine. Includes opening, qualifying, and test-closing.

06 Follow-up Email Templates

A series of 12 follow-up email templates using a variety of strategies and tactics. Formatted for CRM.

07 Sales Referral Email Template

A referral email template designed to get the attention of amazing sales candidates. Formatted for CRM.

08 Sales Call Review Checklist

A checklist that will prepare you for your next product demo. Includes qualifying, scheduling, preparing, and presenting.

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09 Sales Hiring Checklist

A checklist that will guide you through every stage of hiring—from early startup to established company.

10 Sales Interview Questions

A matrix featuring some of the most important sales interview questions. Compare and score multiple candidates.

11 4 Week Onboarding Schedule

An onboarding schedule with a day-by-day breakdown of activities to get new sales reps up and running in just 28 days.