

SALEFISH HIGH PERFORMANCE “HOW-TOS”

High-performing sales leaders and sales professionals know the how-tos to excel at identifying, qualifying, advancing, and closing deals.

LEADERSHIP HOW TOS

- **How to** coach yourself and others
- **How to** make faster, better decisions
- **How to** lead from the front
- **How to** drive productivity and goal attainment
- **How to** hold people accountable
- **How to** develop strong forecasts
- **How to** set clear expectations and promote clarity
- **How to** develop a culture of high performance
- **How to** manage your time, resources, and people
- **How to** empower your people to succeed without you

SELLING HOW TOS

- **How to** manage your day, week, month, and year to achieve your goals and your company's goals
- **How to** describe what you do in 10 seconds, 30 seconds, and 3 minutes
- **How to** set up discovery meetings that prospects show up to
- **How to** gain trust to get to the truth
- **How to** generate conversations
- **How to** get prospect's attention and time
- **How to** structure the first 2 minutes of a prospecting call
- **How to** stay out of chase mode
- **How to** differentiate yourself from others