

## AWARD-WINNING TRAINING NOW AVAILABLE ONLINE.

Hundreds of engaging assets for Reps and Managers.

All 100% focused on Inside Sales.



**New Hires**

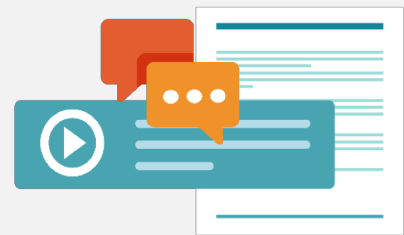


**Tenured Reps**

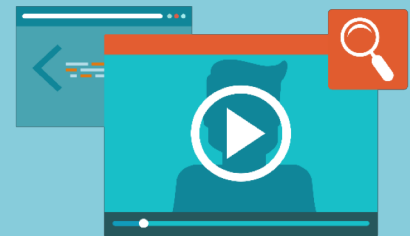


**Managers**

- **Best Practices**
- **Call Libraries**
- **Script Starters**



- **Videos**
- **Job Aides**
- **Live Events**



- **New Hire Onboarding**
- **Career Paths**
- **Certifications**



# WHAT'S ON OUR MENU

Get your hands on a free two-week trial: [www.TheSalesBar.com](http://www.TheSalesBar.com)

## Now Being Served

- Value props for phone sales
- Driving sales performance
- Overcoming objections
- Overcome the “brush off”
- Time mgt. for managers
- Uncovering needs
- The role of an account manager
- Owning your management day
- How do I prioritize my leads?
- Call intros that work
- Voicemails that get returned
- The manager cadence
- Closing for commitments
- Beating price objections
- Developing sales reps
- Engaging your customer

## Coming in Q1

- Memorable elevator pitches
- Call Coaching
- Capturing more contacts
- Sales Huddles
- Transitioning to Close
- Performance 1 on 1's



**OVER 100 HOURS OF CONTENT,  
ACTIVITIES AND CALLS**