

tamarabunte

AMERICA'S #1 SALES COACH

Prospecting Mastery

Tamara is great!! While in the Prospecting Mastery class, I obtained 2 leads one 5 Star google review and made a total of 10 calls in less than 20 minutes. I'm now looking forward to calling my contacts and asking for a referrals

Tammy Legette Carolina Living

Booked Tamara for a private Prospecting Mastery class for our staff and could not be more thrilled with the training. The skill that Tamara used to convey the proven methods was excellent and gave us a pathway to success. We are looking forward to getting started on our scorecard and playbook! Highly recommend!

~Rebecca Shigley IANC

Google Tamara Bunte Sales Coach and see more of her amazing ★★★★★ reviews.

PROSPECTING MASTERY CLASS

DIALING FOR DOLLARS

Objective:

Train and enable professional salespeople to increase productivity through enhanced sales skills. This class is two 6-hour sessions that meet over two consecutive days and has been created to provide tools and strategies for individuals and teams to enjoy using the phone to build new business. It's time to get, retain and obtain even more business! Start prospecting, get organized, create a system for your business, learn how to make 10 dials in less than 30 minutes and watch the money roll in!

Day #1

- Sales Statistics & Influence Strategies - The system for success in sales (daily disciplines).
- Learn how to ask and obtain new clients from referral sources (the classy way).
- What you must do to obtain multiple vertical referrals and never pay or beg for a referral again!
- Telephone skills - How to close for an appointment and how to leave compelling voicemails. (What you must do to have a 96% call back rate).
- Learn what questions to ask to get invited in for an appointment. (virtual or in-person)
- How to earn new business rather than just obtain the "low lying fruit." How to build trust with everyone you meet!
- How to organize your leads and contacts and identify your objectives for each phone call.
- Create a follow-up structure: What do you say on the 4th voicemail? When and how to follow up.
- **GROUP "CALL TIME"** What does it look like, sound like and feel like to make awesome calls! The formula to ask and obtain (multiple) vertical referrals from each client + get 5 star Google Reviews!
- How to love prospecting (cold-calling) aka making new friends. Become a professional friend finder!
- How to leave a lasting impression and create an emotional bond.
- How to win the appointment when facing traditional objections using influence techniques.
- How to grow your database. Who to call? Where to meet potential clients? How to strategically build new business.
- How to write your own scripts using power words + enhanced marketing strategies.
- Words to avoid (understand how salespeople talk prospects OUT of an appointment).
- How to create and organize your CRM for sales follow-up strategies (Systems). No contact left behind strategy.
- **GROUP "CALL TIME"** Practice makes permanent (doing the right thing at the right time) each salesperson makes prospecting calls as Coach observes.



"Tamara is awesome! I took her 2-day class and gained valuable knowledge on how to organize and prospect efficiently. During class, I made 15 calls to current clients, spoke to 3, received 4 referrals, and closed 2 new deals. All in 15 minutes!"

-RYNE HERRING
LITAKER INSURANCE

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Day #2

- Time management - Time is emotional not logical. How to master your time and stay organized.
- Accountability - How to keep and maintain sales metrics - Create momentum and design your own scorecard!
- Daily Must - Learn how to continuously fill your pipeline - Build momentum.
- Economy-proof your business - How to incorporate daily discipline and manage your energy cycles.
- How to manage your contacts on all of your devices for optimal efficiency.
- Learn how to become a "Doctor of Selling" - Avoid the 7 deadly sins.
- How to get your phone to ring and control the conversation.
- How to sell instead of being sold (How to sell yourself on doing "money-producing activity").
- **GROUP "CALL TIME"** How to create the flow of 10 dials per 30 minutes.
- How to get past the gatekeeper.
- Sales phrases that work and increase your odds of ensuring appointments stick.
- What is outstanding marketing & branding? How to be seen as a professional rather than a commodity.
- Create a selling strategy for 6 months! Decide the size of your paycheck.
- The 4-Step Questioning process - Learn to ask effective questions to lead a prospect to buying.
- Closing techniques - How to lead prospects to making a decision to buy faster.
- Create "Stump" Questions so that your value is articulated within the question (Solve problems).
- Win over objections instead of just responding.
- Cross-sell | Up-sell create sales documents that support good sales etiquette - start winning.
- **GROUP "CALL TIME"** Each team member makes calls (for each type of call) as coach observes.



COACHING SESSION INVESTMENT

\$1,195 per person (Virtual \$795 per person)
Minimum 3 people, Maximum 6 people per class.

Result: Create and/or enhance your own sales/operations (best practices manual)
Register as an individual or company class:

704-247-8333 (Call/Text)

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Tamara really is the #1 Sales Coach in America! I've paid thousands on thousands of dollars for speakers and coaches/ trainers to teach me the same thing over and over, but Tamara brings NEW information to the table! Game changing in both how I view my business and myself.

Thanks, Tamara!

Jordan Booth - Pearson Smith Realty

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Tamara has given me the skills to encourage me to pick up the phone, and make calls for my business! My calls have produced new sales and new clients.

Amy Elberfeld -Styling By Amy

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**Do the hardest
thing first!**

**Make the Cold
call and make
a new friend**

Tamara Bunte

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