



THE 5 MINUTE SALES COACH™

The 5 Minute Sales Coach™ is for busy sales professionals who want to improve their selling skills. The 5 Minute Sales Coach helps you learn a new skill each week and then challenges you to implement a new skill weekly.

HOW IT WORKS

Every Monday you receive a 5 Minute Sales Coach™ module. Then Tuesday – Friday your sales coach will email or text you to help you implement that skill.

TRY IT FREE

Go to www.nuvue.com for a 7 day free trial.



14460 New Falls of Neuse
Suite 149-330
Raleigh NC 27614 919.562.5599

www.NUVUE.com

GETTING STARTED

The 5 Minute Sales Coach Overview
Assessing Skills
Setting Personal Sales Goals
Time Management for Salespeople
Your Value Message

FOUNDATIONAL SALES

Prospecting for the Right Customers
Pre-Call Planning
Getting the Appointment
Selecting & Using Sales Literature
Using Social Media to Sell

INTERMEDIATE SALES

Gaining Credibility
Uncovering Customer Needs
Asking the Right Questions
How Buyers Buy
Listen Up

ADVANCED SALES

Understanding Business Acumen
Selling on Non Price Issues
Value Added Selling
Territory SWOT Analysis
Strategic Territory Planning

CLOSING THE SALE

Presenting Your Solution
Overcoming Objections
Closing Techniques
Supporting After the Sale
Asking for Referrals

PRESENTATION SKILLS

Selling versus Informing
Audience Analysis
Building a Presentation in 5 Minutes
The Opening
The 6 C's of Trust

ADVANCED PRESENTATION SKILLS

ERASE Doubt
Handling Questions
The New Rules for Visual Aids
Delivery Skills
The Closing

CUSTOMER SERVICE

Using the Telephone to Sell
Ensuring Customer Satisfaction
Up Selling
Thanking Customers
Dealing with an Upset Customer

BUSINESS DEVELOPMENT

Balance Sheet & Income Statement
Setting Prices, Cash Flow & Profit
Budgeting & Forecasting
Key Business Ratios
Help Grow a Customer's Business

LEADERSHIP

Work-Life Balance Assessment
Take Action to Bring Balance
Measure Initial Results
The Long Term Plan
Celebrating Success