

SELLING DOCUMENT MANAGEMENT TO WIN



Convert Unstructured Document Processes into Recurring Revenues.



Ink. Toner. Office.
Channel Partner Division



Ideal for:

-  Accelerating **New Hire** Sales Competencies
-  Updating **Tenured Sales Rep** Selling Skills
-  Coaching **Technical Specialists** on “How to Sell”
-  **Supercharging** Consideration and **Win Rates**

FEATURING

Award-Winning Sales Performance
Coach **Rick Lambert**



selltowin.com
PRODUCTION



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SELLING DOCUMENT MANAGEMENT TO WIN

Learn how to create 30, 60 or 90 day sales opportunities from common document related challenges in business. Each module is vendor agnostic and is intended to help the “sales generalist” identify and qualify prospects to make the best use of your support specialist. Perfect for new hires or people new to selling Document Management.



Video Coaching MODULES

YOUR ON-DEMAND TRAINING INCLUDES

- Engaging video (not PowerPoint!)
- 10 – 15 minute modules
- Less than 3 hours to complete
- Hosted by professional on-camera talent
- Actor simulations of selling skills
- Online testing and reporting
- Official certificate of completion
- Offline money making exercises

PLUS: Downloadable Sales Playbook

1

The Need for Document Workflow

See how unstructured document processes are impacting business efficiency.

2

Power Prospecting Strategies

Learn who to contact and how via phone, email and social me

3

Sales call Best Practices

Pro tips to open a call, present the value proposition and start a sales cycle.

4

Handling Common Resistance

Best practices and talk tracks to overcome document management objections.

5

Gaining Commitment & Engaging your Specialist

Practical ideas to qualify prospects, prioritize opportunities and secure the business.



\$299 per seat

UNLEASH YOUR SALES POTENTIAL