

LinkedIn TO WIN

Profile Creation | Network Expansion | Lead Generation



Ink. Toner. Office.
Channel Partner Division



Ideal for:

-  New Hires
-  Tenured Sales Reps
-  Sales Leaders
-  Business Owners

FEATURING

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



selltowin.com
PRODUCTION

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Accelerate your success using the #1 business networking platform – [LinkedIn](#). Each video is accompanied by a step by step sales playbook to help you use [LinkedIn](#) to win right away!



Video Coaching MODULES

1

7 Easy Steps to Creating a Professional Sales Profile

49% of business to business buyers now preview the sellers LinkedIn profile as part of their buying process. Shockingly most sales profiles look like job resumes when they should look like customer resumes. This video module features:

- Social Selling Stats & Facts
- Why LinkedIn?
- Common Sales Profile Mistakes
- 7 Easy Steps to quickly supercharge your profile
- Do's & Don'ts pro tips

2

Prospecting Strategies

Once you've created your customer centric profile, this module shows you how expand your network and generate sales leads by engaging the right people in the right positions you want to sell to. This video module includes:

- How to Identify Prospects
 - By Position
 - By Company
 - By Industry
- Contact Strategies & Templates
 - LinkedIn
 - Email
 - Phone
- Network Expansion Pro Tips
 - Practical Examples
 - Field Best Practices
 - Easy to Implement

YOUR ON-DEMAND TRAINING INCLUDES

- Engaging video (not PowerPoint!)
- 10 – 15 minute modules
- Less than 2 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**



\$199 per seat

UNLEASH YOUR SALES POTENTIAL