

Why Sales People Fail

...and What You Can Do About It

Led by: **Lori Dann of Sandler Training**



Sales people often condemn themselves to frustrating results by committing common mistakes that make selling harder.

Do you or your sales people struggle with:

- Sales process focuses on taking people to lunch and becoming friends rather than generating revenue?
- Painfully long selling cycles with too many “think it overs?”
- Too many proposals and not enough orders – feeling like an unpaid consultant?
- No repeatable sales process – you’re just winging it?

Wednesday, October 19, 2016

Winnetka Northfield Chamber Networking Breakfast 7:30 – 9:00am

Winnetka Community House, 620 Lincoln Avenue, Winnetka, IL