

# Trans4mers Master Classes

## With Dropbox Links to Video Recordings

**October 27, 2020:** <https://www.dropbox.com/sh/2q7tiloz3cljm3a/AAB-T8Ch9t50G6-Mrye7WoIXa?dl=0>

- Sales as a Science ..... Frank Lusko
- Programs that Drive Sales ..... Amy Roman
- Managing Sales Activity ..... Ben Altman
- Super Forecasting ..... Steve Busselman
- Driving Leads through Virtual Customer Events ..... Ryan Graven
- Call Metrics and Performance ..... Joe Williamson
- Marketing Automation Practices ..... Kara Rudy

**Jan 13, 2021:** <https://www.dropbox.com/sh/r23t0o9v2lbqkqq/AAArC7cUi6UflEqlq0Hjw6Gsa?dl=0>

- Persuasive Proposals that Win ..... David Spire
- Motivating and Inspiring your Team ..... Frank Piscopo
- Building MRR Through Your On-Line Presence ..... Ivan Shore
- Building and Dominating a Vertical Market ..... Paul Jenne
- Video Tools to Drive Marketing Results ..... Nicole Mead
- Time & Priorities Management ..... John Gaillard

**March 25, 2021:** <https://www.dropbox.com/sh/p4fepo5t83o6g65/AADSXUyd6dL3Ovp5Y2XTLkaQa?dl=0>

- Using Animation to Deliver your Value Proposition ..... Anitra Kerr
- Big Game Hunting – Keys to Winning Huge Accounts ..... Dean Gilchrist
- Optimizing Your Video Presence ..... Josef Martens
- Taking Control of the Sales Process ..... Brett Dunn
- Turning a Customer Portal into a Selling Tool ..... Steve Hanson
- Selling Six Figure MRR Contracts ..... Dave Dyson

**June 23, 2021:** <https://www.dropbox.com/sh/zhc65b18v6gnlnw/AAB0iUDSgFvx8PrB4DSOU5F1a?dl=0>

- Motivating and Inspiring your Team ..... Dr. Willie Jolley
- Turning Time into Money – How to use ROI to Drive Sales ... Jon Seiniger
- Recruiting and Ramping up Superstar Salespeople ..... Melissa Daly
- How a Top Executive Coach Works her Magic ..... Suzi Pomerantz
- Upgrading Your E-Mail Marketing ..... Cynthia Munoz
- Creating Memorable Customer Events ..... Salwa Scarpone