



Alan Stein Jr. Program ***Skyrocket Your Sales Performance***

How to Create Championship Cohesion, Accountability, and Culture

How to Utilize the Mindsets, Rituals, and Routines of World Class Performers

No matter what your sales system is or how rich your pipeline might be, if you're not implementing the habits that elite performers use regularly, your ability to execute and close sales will always be limited. In other words... you will underperform.

Finding leads, qualifying leads, following up, and servicing clients depletes us of our two most precious resources – time and energy. Filled with stories, stats, and actionable steps, Alan will share how to maximize both time and energy, as well as teach strategies on moving to the next play, controlling the controllables, and trusting the process. This program is critical for anyone who wants to improve his or her sales performance.

In this session, Alan teaches the most effective way to skyrocket sales performance:

- Shift your mindset (your goal is to solve, not to sell)
- Become a world-class listener (telling is not selling)
- Consistently create quality touches (sales is a high contact game)