

Development & Learning topic:

QODRANTS: face to face sales methodology

Time with customers is a premium these days, and so it is vital that your sales team makes the most of every face to face visit they make. QODRANTS is a proven, easy to use, face to face sales methodology that will ensure your team deliver a consistent message to customers and prospects, and grasp every opportunity that may arise.

How do we do it?

Our Development & Learning topics provide the structure and methodologies, while your sales leaders put them into practice using real data – and reap rewards in the form of tangible processes, models and tools.

The QODRANTS topic can be customised to meet your specific needs, whether it be:

- a 1-2 hr presentation (eg at company sales conference) that will challenge the team's conventional sales beliefs
- a half-day workshop developing the theme, or
- a whole day boot camp utilising your data to design and develop your QODRANTS toolkit

LEVEL	SECTION TOPICS	KEY ACTIONS AND OUTPUTS
3	QUOTA	• In your pre-visit preparation, know what current quota/share of potential business loyalty you enjoy from this customer.
3	OBJECTIVE	• In your pre-visit preparation, ensure that you have a specific and clear objective that supports progression and your chosen progression tactic....and let the customer know right up front.
3	DELIVER	• Gear your discussion to be flexible but importantly to deliver on your objective.
3	RESULTING COMMITMENT	• Ensure that there is some form of bilateral commitment reached by the end of the visit (may be a compromise or contingency)
3	ACTION	• Ensure that there is some form of action required by at least one party as a result of the commitment reached
3	NEXT CONTACT	• As a result of the action(s), what type of contact will ensue (which kicks off the cycle again as it leads back to the next objective)
3	TIME/DATE	• Diarise next contact before leaving current contact
3	SELF SCORE	• Immediately after the visit, self assess outcomes vs objectives, ask "what could I have done better", and score out of ten against each letter

What do you need to do?

- Select your preferred format (presentation, workshop or boot camp)
- Select the most appropriate 6-15 delegates from your sales and marketing management group to participate
- Assist us with an hour or two here and there during the month beforehand to gather specific data or inputs we will require to prepare the customisation

What do you get?

- Our presentations motivate participants to take a fresh look at your company's sales territories and identify opportunities for improvement
- Our workshops extend this by also increasing the skill and knowledge base of participants in the above areas
- Our boot camps provide all of this PLUS participants will leave with a Hunting plan and toolkit, with user guides, that you can implement immediately and/or continue to develop back at your offices