



If you want to spend more time with clients and less time in a car, this course is for you. By applying some best-practise principles and breaking a few common habits, you'll find selling time increases, admin time decreases – & customer service improves dramatically!

We've all suffered it. The seemingly impossible task of getting round hundreds of customers in different corners of our territory whilst keeping on top of CRM, expenses, traffic and the urgent left-field customer demands that crop up almost every day. Oh... there's a pipeline to manage and revenue targets to hit too!

Well help is here. This program will show how to structure a territory in such a way that all customers are classified across 4 bands and then called on at the right frequency. There's a plan to handle those urgent issues without missing important calls and you'll also see how to use a simple approach for your CRM/diary management. You'll be able to manage the time spent in meetings, on quotes and on other unproductive tasks that steal valuable time as well as understanding the principles of pipeline management and revenue flow. It will probably get your Sales Manager off your back too!

This program typically frees up 20% of a sales persons time... and who doesn't want that!

This program covers:

- Objectives and strategies for sales territories
- Classifying customers based on the REAP model
 - Revenue
 - Ease of doing business
 - Accessibility
 - Potential
- Territory and sector creating
 - How often should I see certain customers
 - Journey Planning
- Dealing with 'Time Bandits'
 - Dealing with Urgent Vs Important
 - Saying No when we need to
- Fixed/floating appointment strategy
 - Using down time effectively
- Call Purpose and Objectives
 - Managing Customer Facing Time
- Targeting Territory flat spots
- Prospecting for New Business
- Pipeline Management and Reporting

This workshop is designed to be highly relevant and practical. Participants will create a realistic territory plan on the day



Duration: 1 day

