



ERA Virtual Sales Training

Sharpen Your Sales Skills in Today's Market

Course Agenda

All times listed are Eastern Daylight Time (EDT)

Tuesday, Sept. 21, 2021

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| 11:00 a.m. – 12:15 p.m. | Sales Prospecting: How to Use Value to Fill the Pipeline |
| 1:00 – 2:15 p.m. | How to Profile an Account |
| 3:00 -4:15 p.m. | How to Get More Done: The 9 Habits of Extreme Productivity |

Wednesday, Sept. 22, 2021

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| 11:00 a.m. – 12:15 p.m. | Time and Territory Management |
| 1:00 – 2:15 p.m. | Utilizing Search Engines for Lead Generation and Winning More Business |
| 3:00 – 4:15 p.m. | Excel and PowerPoint 101 |

Thursday, Sept. 23, 2021

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| 11:00 a.m. – 12:15 p.m. | Foundations of Consultative Selling: Leading Masterful Sales Conversations |
| 1:00 – 2:15 p.m. | How to Develop Joint Customer Action Plans Between Sales Reps, Manufacturers and Distribution |
| 3:00 – 4:15 p.m. | The Six Essential Rules of Sales Negotiation |