

REVENUESTORMING™ PROGRAM

OVERVIEW

RevenueStorming is a hands-on workshop to improve win rates and expand the sales funnel. Attendees work on two personal sales opportunities: a highly desired account or opportunity that they want to start pursuing, and a current competitive deal that is important to win.

With our sales tools and dynamic coaches, participants learn a disciplined methodology to raise their level of performance. Within three weeks of the workshop, each attendee receives an hour of virtual coaching to advance the pursuit and address questions for execution. Continuous learning is supported through monthly Through Leadership webinars.



AUDIENCE



**Sales
Professional**



**Sales
Enablement**



**Key Account
Managers**



**Sales
Coach**



Sales Support



**Sales
Leadership**

YOUR SALES TRAINING

Unlike traditional training, our format deliberately includes real sales work on current pursuits to overcome:

- Low win rates.
- Too few people achieving sales quotas.
- Lack of account growth.
- Inconsistent sales qualification.
- Unreliable forecasts.

WE CREATE RESULTS

- Win more pursuits and raise the average deal size.
- Eliminate low quality business that takes valuable time from sales.
- Boost the quality of your sales pipeline and the size of your funnel.
- Execute a sales approach that differentiates you from the competition.
- Identify and connect with the client's power players to build stronger support.
- Create compelling sales messages that ignite curiosity and interest with prospects.
- Use proven science to better predict sales forecasts and pinpoint areas to boost the profitability of winning.