

# SALES BOOTCAMP

## 1: PREPARATION

Value Proposition Development

<https://www.youtube.com/watch?v=qO6X6avJDA>

Qualifying Prospects

<https://www.youtube.com/watch?v=i42ONBDRZ20>

Makes Sales less Scary

<https://www.youtube.com/watch?v=Bj2RN1PbrmU>

## 2: OVERCOMING OBJECTIONS

Whats this in regards to?

[https://www.youtube.com/watch?v=oY9\\_6aXZgTg](https://www.youtube.com/watch?v=oY9_6aXZgTg)

Not interested

<https://www.youtube.com/watch?v=M9uI1xhceU>

Send me your information

<https://www.youtube.com/watch?v=gbzR30jS1ml>

## 3: COLD CALLING

Cold Call Script Basics

<https://www.youtube.com/watch?v=ZS7AnnZG68Y>

Cold Calling

<https://www.youtube.com/watch?v=RhHRGuO3fF0>

Example B2B Call

<https://www.youtube.com/watch?v=S9jST5K8Uel>

Making Cold Calling Easier

<https://www.youtube.com/watch?v=hlJpWLEeNSA>

Improving Connect Rate

<https://www.youtube.com/watch?v=Ze8S0StCHMc>

Using Pain Points to generate Leads

<https://www.youtube.com/watch?v=rJ3gZ9KLuqU>

Building a Team of outsourced Cold Callers

<https://www.youtube.com/watch?v=jogIQDO6is8&list=PLoUVJsDQgZIIp37jgXrnSbgMLUAIUL4M8&index=27>

## 4: ENGAGEMENT

Gaining Permission – always going to the Next Step

<https://www.youtube.com/watch?list=PLoUVJsDQgZIIp37jgXrnSbgMLUAIUL4M8&v=EbDbEe3ASHk>

How to Consistently Get Around Gatekeepers When B2B Cold Calling

<https://www.youtube.com/watch?v=D2q3er0D3Fc>

Small Talk

<https://www.youtube.com/watch?v=mFW8957-gTk>

Build Interest, Credibility

<https://www.youtube.com/watch?v=5mo3bLiEiQg>

Building Rapport

<https://www.youtube.com/watch?v=36-6Nk480Q>

## 5: INBOUND

Networking

<https://www.youtube.com/watch?list=PLoUVJsDQgZIIp37jgXrnSbgMLUAIUL4M8&v=l2y7zQvmkgw>

Using Email in Prospecting

[https://www.youtube.com/watch?v=Mf5\\_3iBIJO4&index=18&list=PLoUVJsDQgZIIp37jgXrnSbgMLUAIUL4M8](https://www.youtube.com/watch?v=Mf5_3iBIJO4&index=18&list=PLoUVJsDQgZIIp37jgXrnSbgMLUAIUL4M8)

Email Drip Campaigns

<https://www.youtube.com/watch?v=iCazhJqPV7w>

## 6: SELLING TO VITO

Knowing VITO

<https://www.youtube.com/watch?v=Zo5fvk9txsc>

Selling to VITO 3 Steps

[https://www.youtube.com/watch?v=oPmb8IL\\_-48](https://www.youtube.com/watch?v=oPmb8IL_-48)

Three Critical Topics for First Call on VITO

<https://www.youtube.com/watch?v=4G9rTdZA4Ok>

<https://BusinessLifeGroupS.com>