



Making Your Number\$[®]

A Sales Training Learning Tool



Description

Looking to strengthen your sales training and motivate your sales representatives to make their numbers? Then **Making Your Number\$[®]** is for you!

It is an interactive, reusable, team-based learning tool for both inexperienced and seasoned sales staff to refresh and practice all stages of a consultative sales process. Teams move forward by answering questions and solving sales problems correctly. Content includes planning, prospecting, sales presentations, closing, and account management and customer satisfaction. Participants learn by answering questions, and discussing and handling sales situations. Coaching cards recommend ways to build skills.

Making Your Number\$[®]

- Improves sales skills
- Gives participants new insights into sales approaches and activities
- Offers post-game coaching activities for follow-up skill building
- Makes learning fun and effective and can be used again and again

Uses

As a it as a stand-alone tool or integrated into your existing sales training, you can:

- Create questions on new products and use the board to prepare for a product launch
- Add energy and excitement to training
- Use to review and assess retention and knowledge
- Play as part of team building or an icebreaker for an annual sales meeting
- Play sections of during regular sales meetings
- Use the question or coaching cards alone to spark discussion and identify areas for growth
- Complete one or two hold-up activities during meetings to hone sales skills
- Use the coaching cards to assist with opportunities discussed in performance reviews

What You Get

Convenient zippered carrying case
36" x 36" game board
Detailed facilitator's guide
Question cards (one set per game category)
Reality cards
Coaching cards

Hold-up Activities card
Rules card
Game bag
Dice
Moving pieces

Ordering Information

Order online at www.thelearningkey.com or contact The Learning Key[®] at 215-493-9641.