



# Sharpen Your Team's Skills with These Proven Sales Techniques

Take advantage of these sales training opportunities to enhance your team's skills and cultivate excellence in their sales strategies.

## IN-PERSON TRAINING

### SALES ACADEMY

This class will teach you proper sales technique, how to use your time most effectively and will "give you the words to say" when speaking to prospective customers.

### SALES MANAGEMENT ACADEMY

Sales Management Academy provides the tools you need to be an effective leader throughout the entire recruiting and overseeing process. You will learn how to onboard and train more effectively, how to assess your salespeople to promote their growth and development and how to manage your time appropriately.

### SALES SKILLS TRAINING

The Sales Skill Training Tour is a half-day or full-day workshop of indispensable sales skills needed to succeed in the security industry.

### CLIENT VISIT SELLING TRAINING

How to generate leads and self-generated sales through value, exceptional customer service, integrity and professionalism — all while building a prospecting cycle that maximizes your effectiveness and time.

### INSIDE SALES TRAINING

This class teaches converting an inbound call to a lead or appointment when the lead is looking for what the business offers and the business is able to convince the lead that it can meet its needs. It is one of the best ways to generate new business leads and upsell your current customers.

## ONLINE TRAINING

### THE SALES CIRCLE WEBINARS

Once you attend one of the in-person trainings, you will receive e-mail invitations to monthly Zoom meetings where key sales topics are discussed and tested.

### SALES SKINNY E-NEWSLETTER

Each monthly edition of the Sales Skinny contains one bite-sized sales topic along with tips to keep your skills sharp.

### SALES SKINNY TRAINING VIDEOS

A series of Sales Skinny training courses are available on DMP University. This curriculum includes 206 short videos with tests that you can complete!

### SESSION LEADER

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40+ years of sales and sales management experience working with companies like Rollins Protective Services, SecurityLink from Ameritech, ADT and Protection One.

Bringing customized sales training to fit the needs of your team.

**SIGN UP TO RECEIVE SALES TRAINING EMAILS FROM DMP:**

