



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 workshop of indispensable sales skills needed to succeed in the security industry.

INSIDE SALES TRAINING

This class teaches inside sales representatives to generate sales through value, exceptional customer service, integrity and professionalism. It's one of the best ways to generate new business leads and upsell current customers using your customer service representatives as an asset to supplement your sales process.

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.

THE SALES SKINNY E-NEWSLETTER

Each 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 TODAY!
DMP.com/SalesTraining