

### **DAY ONE**

8:00am - 8:15am	<b>Introduction</b>
8:15am - 8:30am	Elements of a call plan
	Key Participant Outcomes
8:30am - 8:45am	Buying Decision Process Workshop
8:45am - 9:05am	Buying Influence's Concept
	Green Words Workshop
9:05am - 9:10am	Getting Started Elements review
9:10am - 9:35am	Single Sales Objective
	Review & Workshop
9:35am - 10:05am	Action Commitment
	Review & Workshop
10:05am - 10:20am	<b>Break</b>
10:20am - 10:50am	Valid Business Reason
	Review & Workshop
10:50am - 11:10am	Professional Credibility
	Review & Workshop
11:10am - 12:00pm	Getting Information
	Questioning
	Review & Workshop
12:00pm - 12:45pm	<b>Lunch</b>
12:45pm - 1:00pm	Recap of morning
1:00pm - 1:45pm	Giving Information
	Unique Strengths
	Review & Workshop
1:45pm - 2:30pm	Joint Venture Sales Approach
	Review & Workshop
	Joint Venture Selling
	Review & Workshop
2:30pm - 3:15pm	Getting Commitment
	Review & Workshop
	Basic Issues
	Review & Workshop
3:15pm - 3:30pm	<b>Break</b>
3:30pm - 4:30pm	Team Green Sheet
4:30pm - 5:00pm	Sales Call Assessment
	Program Wrap-up
	<b>Program Assessment</b>