

Based on our **proven**

Sales in Action training methodology,

TLG's 30 sales card deck

helps you think *more critically* about your sales process.



These sales cards challenge you to:

- Take a Detour
- Talk Less, Listen More
- Fill the Funnel
- Find the Pain
- Connect the Dots
- Sell Two Options
- Close with Confidence
- Think Competitively

An innovative training tool for professionals to sell smarter - from prospecting to closing and more!

Daily Challenges to improve relationships with your current prospects and clients!

To Order: www.theloyaltygroup.com • info@theloyaltygroup.com • 818.981.8806

For Sales Managers:

- ◆ Implement a mini 30-day training program for end-of-the-month increased sales
- ◆ Assess and coach – choose a card that will improve a specific skill area for sales staff
- ◆ Use to energize a team meeting – tip of the day

For Sales Professionals:

- ◆ Take with you for a reminder when you need it
- ◆ Use to self-coach and create a sales plan
- ◆ Replace old habits with proven sales skills
- ◆ Pick a random card – focus on that Challenge

For Sales Teams:

- ◆ Close regular sales meetings with upbeat sales tips
- ◆ Commit to one tip - report successes at the next meeting
- ◆ Use as discussion topics to motivate and energize

Challenge yourself to...

thinktwice™

• 30 days to Sales Results

To start your day

For performance planning

At sales meetings or conferences

As a follow up to sales training

USE THEM

Easy-to-use 30-card deck of tips to increase sales, learn new techniques and make you THINK!