

# WINNING THE SIX-FIGURE SALE



## Agenda:

1

How Can I Help - Introduction

2

The Big Problem and Opportunity!

3

The Top 6 Questions you Should be Asking – Right Now

- ✓ Top Questions - Funnel **Inspection** and Cadence
- ✓ Top Questions - Rapid **Assessment** Tool – Ruthlessly Qualification
- ✓ Top Questions - **Coaching** – Covering all your Bases

4

Big Rock Review - Example

5

Putting the Training to Work for You!

ALIBI  
CISCO

 NetApp