

# WINNING THE SIX-FIGURE SALE



## Agenda:

- 1 How Can I Help – Jeff Goldstein Introduction
- 2 The Big Problem and Opportunity... Plus lessons from the 2008 Recession
- 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 Putting the Training to Work for You!

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