

10 step sales process

1. Prospect

Source all your existing leads — from the contact details list, marketing department data and so on.



4. Identify pain and needs

Ask the prospect questions to understand their issue.



Compare the leads with your ideal customer.



3. Connect

Call, email, or meet with the prospect in person.

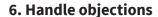






5. Present

Present your product/service to stakeholders.



Eliminate any doubts your prospect might have.



8. Close the deal

Make a deal and close it.

7. Proposal about the launch

Create a product/service launch proposal and present it to stakeholders.





9. Deliver the good/service

Get to know your customer better by fulfilling the order.

10. Upsell/Cross-Sell

Follow up with your customer and expand sales over time.

