



POWERPOINT PRESENTATION PREVIEW

(Full presentation includes 99 content slides)

Each slide includes presentation notes scripted with...

- An **Opening Statement**
- Prompts for what to **SAY** or **ASK** on each slide
- **Examples** to use during a discussion
- **Notes** to the Presenter
- A **Transition statement** to move to the next slide

Plus, a template slide so you can create additional custom slides.



Presenter notes for “SalesTough” - Slide #5

SLIDE INTENT: Information sharing

Opening statement: It's about being relentlessly prepared, determined, and resilient in the difficult times and in the good times.

Say: Each of us knows that sales is an extremely challenging profession. It's also one of the most important professions and consequently, can be one of the most rewarding professions there is.

Say: So, how do we rise above the noise and become one of the best?

Say: The variables that contribute to succeeding in sales can be tremendous.

Transition: Consider this...

GO TO THE NEXT SLIDE

MONEY HOURS

The hours in a salesday when one can talk with prospects and customers.

Use your
zoom buttons
to see more
detail

Presenter notes for “Money hours” - Slide #12

SLIDE INTENT: Information sharing and discussion

Opening statement: Your money hours matter to everyone here at the company and equally as important, they matter to you as an individual – and your family, too, frankly.

Say: If you’re not making contact, it’s very difficult to sell.

Say: And sales are what make everything else possible – salaries, bonuses, commissions, perks, vacations, sick days – everything. It all comes from sales.

Say: So, let’s be careful to value each and every one of our money hours because once they’re gone, we can’t get them back ... ever.

Ask: What are the top 3 or 4 things that distract us during the money hours and what can we do to eliminate or minimize them?

Presenter Note: You should have an example ready that will help get the conversations started, if necessary.

Allow 5 – 10 seconds for participants to respond. It’s okay to have a few seconds of silence before getting answers. If you need to use one of your examples to encourage participation, be careful to use only one. The goal here is to get the group involved.

Example: We get requests from accounting asking for expense reports early each morning. Can we come up with a schedule that works for both of us?

Example: Web surfing. I’m addicted to watching the stock market. I need to change my web browser’s start page to not include news on the stock market.

NOTES CONTINUE IN THE FULL VERSION OF THE GUIDE



Presenter notes for “Personal sales value” - Slide #35

SLIDE INTENT: Information sharing

Opening statement: And we do this by periodically and objectively evaluating our personal sales value on a regular basis.

Say: You want your actions and results to scream value without you having to say a word.

Say: This is true with everyone to whom you sell and for whom you sell ... meaning your prospects and customers and for our company ... external and internal value.

Transition: That external value comes primarily from how you answer two questions...

GO TO THE NEXT SLIDE

**Thanks for previewing the
SalesTough PowerPoint Presentation**
(If you have any questions, please call us at 804-762-4500)



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