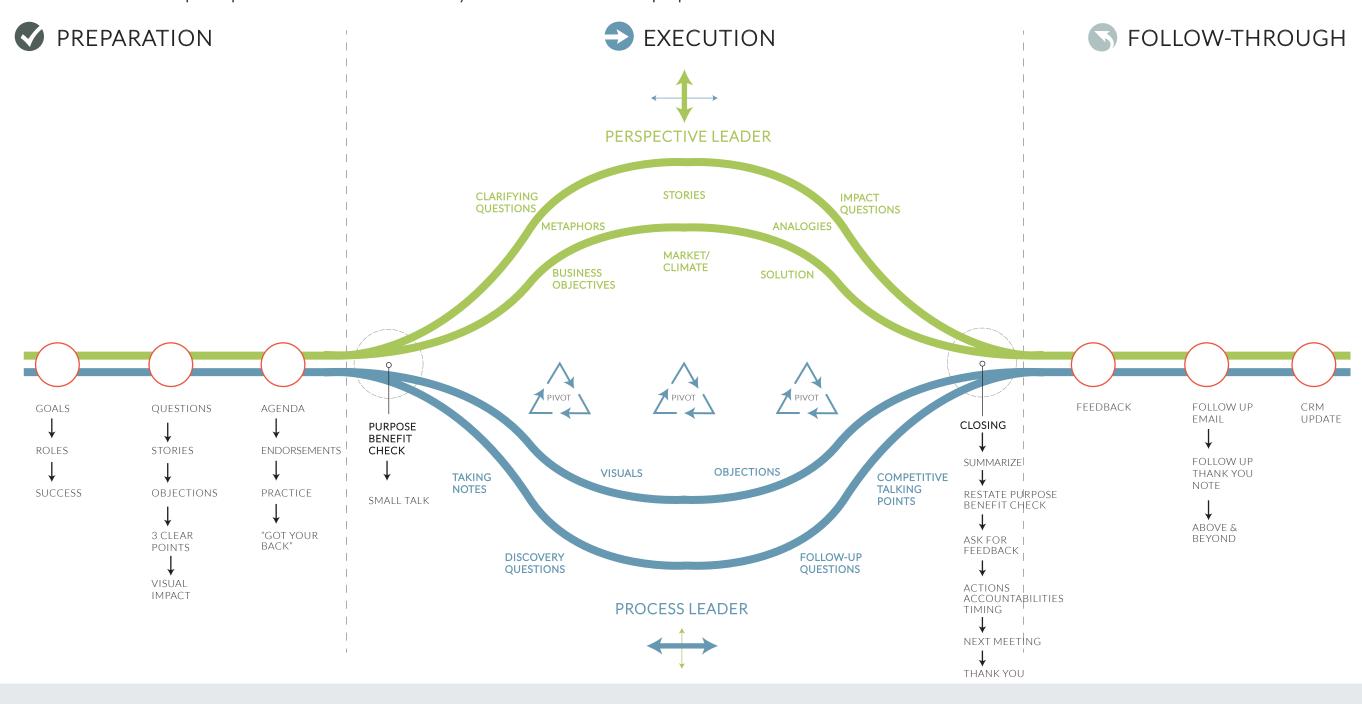
## #7.1 TEAM SELLING FOR IMPACT

Selling in teams is more complex than selling alone, and because there are more smart people in the room, more bad habits emerge.

The purpose of the Team Selling for Impact Sales Tool is to help sales teams develop the critical skills and disciplines required for high-performance team selling, such that our teams create complete separation between themselves and everyone else who is in front of their prospects and clients.









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**RULES OF ENGAGEMENT** 







## #7.1 TEAM SELLING FOR IMPACT CONT'D



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The Process Leader leads all preparation for Team Selling

PROCESS LEADER:	PERSPECTIVE LEADER(S):
Goal:	Business Objectives:
Success:	
Questions:	
	Impact Questions:
Stories:	
	Stories:
Objections:	
	Francisco (Martinistica de Caralles de Car
3 Clear Points:	
Visual Impact:	
Endorsement(s):	
Purpose/Benefit/Check:	

Checklist, Visual Impact)

of any visual impact you will use.



Once this is written down, walk your team through all of the elements above, and share supporting Sales Tools with them. (Agenda, Stakeholder Map, Walk & Talk, Questions, Objections Matrix, Competitive Talking Points, The Perfect Sales Meeting

Finally, practice. Practice your endorsements, pivots, handoffs, stories, and objection handling, and run through the timing