

PROSPECTING TO WIN!



TOTAL OFFICE Selling System!

Rick Lambert Digital Sales Performance Coach

selltowin®

I'm one of you.



xerox™

- 1989 Rookie of the Year
- President's Clubs

SHARP

- #1 Dealer in Canada (\$10M)

IKON
Office Solutions

- VP of Sales (\$30M)

selltowin®

- Sales Coaching (21 Years)

in²
COMMUNICATIONS

- Digital Marketing (12 Years)



IN

We build your brand and help you sell it.

selltowin

Dealer Growth System

Turnkey Business Accelerators for Imaging Dealers and Beyond!



Grow your Revenues & Profits with a virtual **Chief Revenue Officer** to drive Strategy & Execution.



We build your brand and help you sell it.

selltowin

Typical Imaging Focus

TOTAL OFFICE Focus



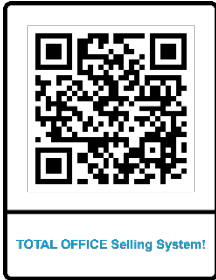
★★★★★

"Best training I've seen in my 23 years in the industry."

Dan Touhy - President, METRO SALES Inc.

Typical Imaging Focus TOTAL OFFICE Focus

TOTAL OFFICE SELLING SYSTEM



TOTAL OFFICE Selling System!



We build your brand and help you sell it.

sellto**win**

NEW PROGRAM

★★★★★

"This program helped me sell a **\$3,000 per month** Document Management deal and a **\$1,000 per month** Managed Print deal in the first 60 days!"

Brian B - 7 years Tenure

Typical Imaging Focus

TOTAL OFFICE Focus


TOTAL OFFICE SELLING SYSTEM



Typical Imaging Focus

TOTAL OFFICE Focus


90 Day Dealer Growth Opportunity



# of Sales Reps	Pipeline Growth	Projected Sales	Total Revenue Opportunity	Profit Opportunity
5	\$87,000	\$69,845	\$156,845	\$31,369
10	\$174,000	\$139,690	\$313,690	\$62,738
20	\$348,000	\$279,380	\$627,380	\$125,476
30	\$522,000	\$419,070	\$941,070	\$188,214
40	\$696,000	\$558,760	\$1,254,760	\$250,952
50	\$870,000	\$698,450	\$1,568,450	\$313,690
60	\$1,044,000	\$838,140	\$1,882,140	\$376,428
70	\$1,218,000	\$977,830	\$2,195,830	\$439,166
80	\$1,392,000	\$1,117,520	\$2,509,520	\$501,904
90	\$1,566,000	\$1,257,210	\$2,823,210	\$564,642
100	\$1,740,000	\$1,396,900	\$3,136,900	\$627,380

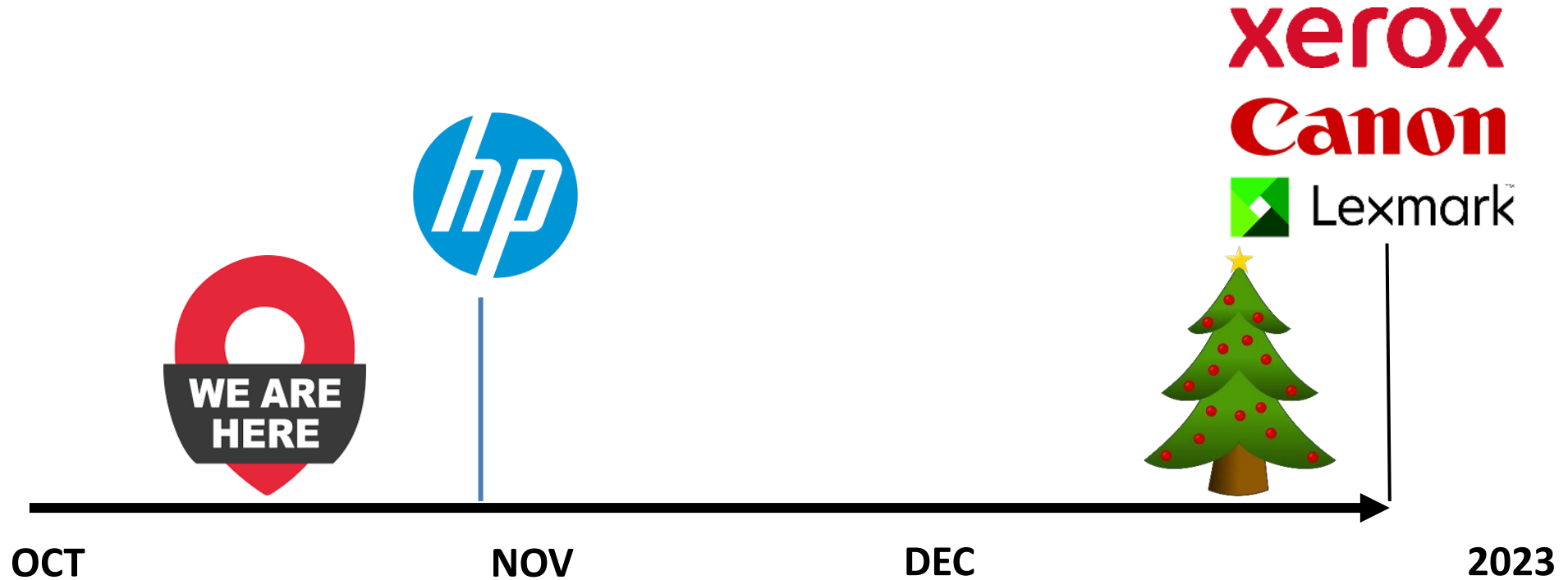
TOTAL OFFICE SELLING SYSTEM

Powered by **selltowin**



TOTAL OFFICE Selling System!

NOW is the TIME.



80% of SMBs have their fiscal
year end on December 31st.

Deloitte.



We build your brand and help you sell it.

selltowin

Do you agree?

MORE CONVERSATIONS

- Existing Customers
- New Logos

=

MORE \$SALES\$



We build your brand and help you sell it.

selltowin

Evolution of Prospecting



Door Knocks



Phone Calls



Emails



LinkedIn



Webinars



Podcasts

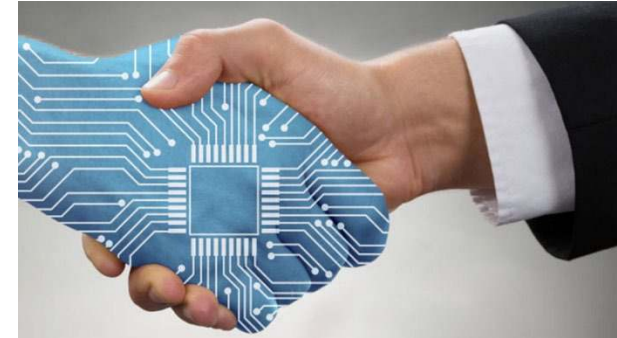


Paid Ads

New in 2023!



Virtual Tour



AI & Automation



We build your brand and help you sell it.

selltowin

Are you **PROSPECTING** TO WIN?

Team Self-Evaluation



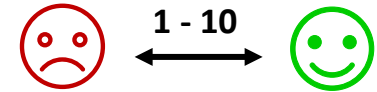
We build your brand and help you sell it.

selltowin

PROSPECTING Readiness Assessment

1. Our email prospecting subject lines are the best.
2. Our prospecting emails are excellent.
3. My phone prospecting talk tracks are flawless.
4. My LinkedIn profile is 100% customer centric.
5. I post/share content on a regular basis.
6. I have connected with my TOP 100 customers on LinkedIn.
7. I book time for booking appointments.
8. We are using Marketing AI / Automation.

Please Rate Yourself!



We build your brand and help you sell it.

selltowin



IN

We build your brand and help you sell it.

selltowin



PROSPECTING

HOW WILL YOU GET INTO

TRY-ME? Inc.



PHONE



EMAIL

Linked 

IN

We build your brand and help you sell it.

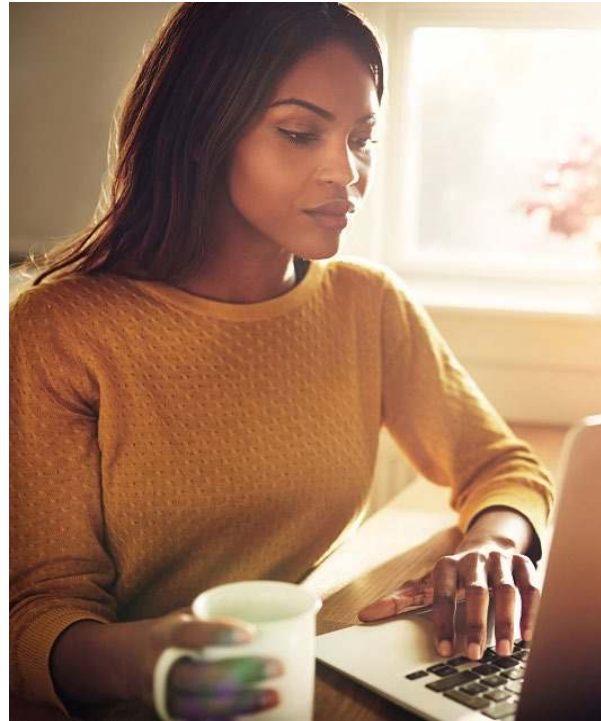
selltowin

Why LinkedIn ?

TOUGHER SCREENS



BUYERS ARE ON LINKEDIN



DIRECT 1:1 ACCESS



We build your brand and help you sell it.

selltowin



**49% OF B2B BUYERS
VIEW THE SELLERS
LINKEDIN PROFILE
AS PART OF THEIR
BUYING PROCESS**

— **Linked in**

Key Takeaways

1. REVIEW WHAT YOUR REPS ARE DOING.
2. USE MULTIPLE PROSPECTING APPROACHES.
3. STOP SPINNING YOUR TIRES!
4. CALL HIGHER.



The Next Generation of LEAD Generation.

selltowin[®]

Professional B2B Sales Coaching.



Play



Let's connect on **Linked in** !



We build your brand and help you sell it.

selltowin