

CREATIVE
AGENCY
SUCCESS

Sales Mindset

the System & Journey

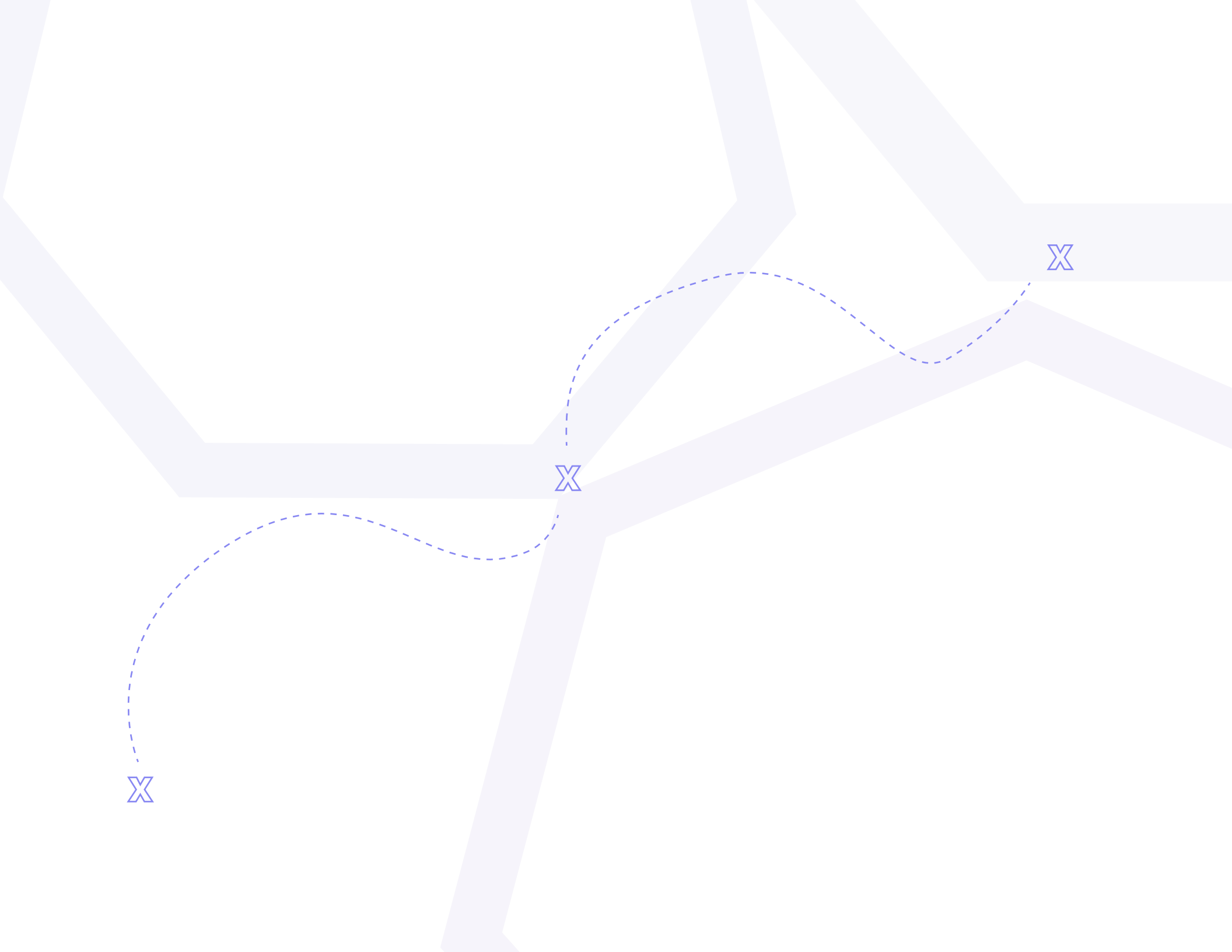


Notes



Notes





The Journey

Qualification Call

Discovery Call

Proposal

Follow-up

Yes



The Rules

- Include all stakeholders on calls
- Don't lie
- Don't over-promise
- Don't over-sell
- Don't sell to someone you can't help
- Don't sell what won't help
- Sell prospects what will help them accomplish their goals

Notes



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Notes

