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What others are saying...

- Finally, a business training seminar about what I'm experiencing. THANK YOU!!!
- Extremely timely content as I'm completing my self-evaluation and setting personal and professional goals for 2025
- This was so interesting! I have taken time management courses before, but Bill presented a totally new way to look at things. Thank you!!
- This was a great webinar. Loved the topic which is part of all of our days work in sales. Thank you!
- Bill's training is so down to earth and easy to absorb. Bill presents the facts and the best way to approach opportunity.
- Bill's dynamic coaching style and innovative approach to sales development are incredibly valuable.

A library of ready-to-go programs to support your 2026 sales goals

High Impact Sales Development

Building and Advancing a Sales Pipeline

- Understanding close ratios and pipeline velocity
- Developing lead and prospect conversion strategies
- Calculating activity levels to make quota
- Lead nurturing and prospect prioritization

Telling Your Story - Elevator Pitches and More

- Creating elevator pitches for email and phone
- Crafting value propositions and reasons to meet
- Developing conversation starters
- Articulating why other clients chose to work with you

Sales for Non Salespeople™

- Building a value creation mindset toward selling
- Busting the myth of the used car salesperson
- Utilizing questioning and dialog to recommend ideas
- Crafting messaging for asking clients for the business

Unsticking the Stalled Sale

- Understanding decision making paradigms
- Analyzing key inflection points in the sales process
- Deploying SMEs, leadership and data to close sales
- Assuring both parties they have been diligent

Cultivating Referrals through COIs

- Understanding that referrals is a "giving" game
- Determining who's right for your business
- Earning the right to meet
- Feeding COI relationships over time

Personal Productivity

Energy is the New "Time"

- Focusing on energy management v. time management
- Creating a roadmap for vitality, creativity and engagement
- Harnessing your energy to make client connections
- Time and energy planning to maximize productivity

The 90-Day Dash™ - Self Managed Team Selling Program

- Planning for personal and individual sales execution
- Segmenting leads, reaching and engaging prospects
- Aligning your sales efforts in 90-day increments
- Fostering accountability - two check in calls post program

Selling on LinkedIn

- Creating engaging profiles and personal brands
- Asking for connections and building engagement
- Developing a personal content strategy
- Earning the right to meet

The Competitive Edge - Personal Goal Setting Workshop

- Setting your BHAG-Big Humongous and Audacious Goal
- Articulating long-term, nearly impossible goals
- Anchoring the KPIs to support goal achievement
- Eliminating the obstacles and tolerations in your way

Turning Personal Contacts into Business Relationships

- Identifying stakeholders willing to help
- Credible strategies that preserve relationships
- Knowing when and where to ask
- Making the request

Sampling of Clients



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