

The Five Step Sales Process

STEP
01



Prospecting

Generate potential leads who might be interested in your product/service.

STEP
02



Connecting

Make contact and create positive impression. Offer to fix a problem that the prospect has.

STEP
03



Qualifying

Make sure that the prospect actually needs your product or service.

STEP
04



Show Value

Show how your product service fixes the prospect's problem - use case studies and testimonials

STEP
05



Closing

Close the deal and actually deliver what you promised (better to under promise and over deliver!)

Find out more at:

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