



www.saleshomie.com

SALES LEADER PRO

for Small Businesses

OUR PROGRAM

Sales Homie's **Sales Leader Pro** for Small Businesses program is designed to scale your sales strategies to increase business revenues and profits, starting at **\$595/month**.



Monthly 1:1 engagements tailored to tactical sales activities and strategic growth initiatives for your business.



Accountability coaching and mentorship **in and on** your business goals and objectives.



Resources and templates for sales systems and prospecting strategies, plus a members-only community for on-demand engagements.

- **Twelve-Month Engagement Required**
- **Two (2) Programming Options - See Page 2**

Program Details:

One (1) monthly engagement (coaching/strategy virtual or in-person): **\$595/month**
Two (2) monthly engagements (coaching/strategy virtual or in-person): **\$995/month**

Q1 - "Planning Put into Action"

- (Month 1) Working on (pre-determined) growth and prospecting strategies
- (Month 2) Establishing a sales process and milestones
- (Month 3) Focused on weekly metrics and activities

Q2 - "Working towards Goal Achievement"

- (Month 4) Developing follow-up strategies to increase engagements
- (Month 5) Examining pipeline diversity/pipeline vs. funnel
- (Month 6) Understanding and evaluating closing/conversion percentages

Q3 - "Adjusting Focus; Re-forecasting"

- (Month 7) Customer engagement strategies/selling to current customers
- (Month 8) Sales Culture/Inclusion and buy-in
- (Month 9) Topline vs. Bottom line growth strategies

Q4 - Planning for Next Fiscal

- (Month 10) Revenue/growth planning and forecasting
- (Month 11) Sales investments for next year; Strategies, People, Processes, ROIs
- (Month 12) Marketing and Sales alignment (marketing calendar prep for next year)

Additional Content Provided:

Prospecting templates provided:

- Prospect meeting agenda(s)
- Pre-call planning document(s)
- Strategic "questions to ask" document(s)

Systems and process documents:

- Sales process example(s)
- Customer engagement roadmap example(s)
- Strategic follow-up document(s)

Marketing Calendar:

- Customizable to program your content messaging and frequency

slack Cohort Community:

- Opt-in to engage with Sales Homie and an established community of business owner peers, on demand.