

ENTREPRENEUR SALES INTENSIVE



CUSTOMER TESTIMONIALS

"I went from making zero dollars to over \$10,000 per month within 3 months. A lot of that knowledge was based on having Jason as a Sales Coach,"
- Troy, Small Business Owner

"Because of his help & inspiration, our team of 30 all met or surpassed our targets in the 2 years following, right through the pandemic."
- Emily, National Sales Leader

PREVIOUS PARTNERS



REVNUUE SKILLS & PROCESS ONLINE TRAINING COURSE

Course Content:

6 Self-Paced Modules:

- **LEARN & BUILD**
 - Vision & Mission Building
 - Customer Discovery
- **BULD & MEASURE**
 - Offerings & Value Propositions
 - Designing Sales Processes
- **MEASURE & GROW**
 - Operating Rhythm
 - Personal & Emotional Management

Student Outcomes:

This self-paced online course teaches built-in systems, and habits to help founders execute their business plans with:

- Predictable revenue
- Faster time to revenue
- Lower sales expenses
- Reduced mental & emotional stress

This course sets founders up for long-term success with proven processes.

Proven Results:

- 700+ entrepreneurs coached
- 300% revenue attainment
- Growth from \$0 to \$10K/month in 3 months
- Profitable product launches during pandemic

Additional Resources:

- Bi-weekly live webinars
- Online Community Support
- Interactive Learning Pathways
- Printable Workbooks
- Revenue Generating Field Work Exercises
- External Content Library



TO REGISTER OR FOR MORE INFORMATION, VISIT:
[SALESSYNERGISTICS.COM](https://www.salessynergistics.com)

6 Factors That Elevate This Course Above Others:

Process-Focused Through the 5-Ring Framework®:

- Coursework focused on the top challenge for growing companies: Processes.
- Students learn to create revenue processes around the 5-Ring Framework® that has helped founders go from \$0 to \$10k per month within a fiscal quarter.

Founded on Proven Lean Startup Principles:

- Coursework leverages the core concepts of Lean Startup & Customer Discovery.
- These concepts are taught at institutions like Columbia University & trusted by startup programs, and incubators worldwide.

Built From the Seller's Perspective:

- All course concepts were developed from 15 years of first-hand research with real sellers from dozens of large and mid-sized companies to address the specific needs, and challenges of most sellers in the "middle of the bell curve" for maximum relevance, & impact.
- This tailored curriculum increases both ROI, and retention decreasing implementation time.

Bridging the Education Gap with Action-Oriented Learning:

- While most Entrepreneurial courses focus on cognitive instruction to "teach concepts", this interactive workshop incorporates vital adult learning methodologies to build skills, & habits.
- Each module's Interactive Learning Pathways incorporate field work exercises to master concepts, master critical interpersonal skills, & incorporate new actions into daily schedules.

Earning While Learning with Revenue-Generating Campaigns:

- Each field work exercise builds into the next one building a structured campaign within the student's target market that generates revenue generating opportunities as they progress.

Holistic Personal Development for Lasting Skills & Habits:

- The course ensures success by focusing on the personal development of the business leader with intensive modules on Vision & Mission, Personal Time Management, & Mental & Emotional Health & Discipline.
- Students gain additional support through Bi-weekly live webinars, and Online Community Support from both peers, and a curated network of experts

