Prospecting is one of the keys to your sales success. Keeping your pipeline full ensures that you will continue to attract new business, and so your success today is a result of the prospecting you did six months ago. In this workshop, you will become skilled at prospecting and learn the 80/20 rule. You will learn how to target prospects, and the importance of committing to prospecting every day through warming up cold calls, following up on leads, or networking. You will also build your personal prospecting plan and learn how to ensure your future by planting seeds daily.

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- Setting Goals
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- Are You Experienced?

**Session 5: Prospecting**
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- Identify Your Ideal Prospect
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**Session 11: Regaining Lost Accounts**

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- The 80/20 Rule

**Session 13: Follow Up and Tracking**
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**Session 14: Going Above and Beyond**

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