
Need a kick start on how to get proactive with your sales?

This ultimate sales cheat sheet should do it, and the best part is it only takes 15min a day.

Firstly, let us help you avoid the biggest gotcha out there. We do believe that effective lead generation is a digital-first approach; however, it is not digital-only.

The biggest blunder to avoid is shifting your lead generation to be 100% online and forget the power of taking the conversation offline.

Digital-first means creating awareness and engagement and nurturing leads until the appropriate point to engage directly.

A little lost on where to start. Don't worry; we've got your back.

We are a specialist sales and marketing integrator with a knack for uncovering trapped sales value in your business from the get-go.

Our strength is in identifying tactical quick wins and creating super-targets sales funnels to position you for hypergrowth.

Change from **reactive sales** to
proactive sales by time blocking
15 minutes a day in your calendar



Which prospect can I follow up with?



Which clients have I not connected with in 3 months+?



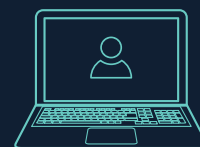
Can I identify a new contact within an existing account?



Who can I share a whitepaper/educational material with?



Who am I overdue a catch up with?



Who can I invite to an upcoming webinar/event?



Which of my prospects have been in the news?



Who can I share a case study with?

Found this helpful but still craving extra guidance?

Why not schedule a **FREE** Sales Bomb today, where you and your sales team get the pleasure of spending 15 (free) virtual minutes with our Founder and Sales Guru, Abbie White. She divulges the top lead generation tips that both your sales and marketing teams can execute immediately.

YES, I'M IN

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"We engaged Sales Redefined recently to run a comprehensive two day Sales Summit for our whole team. The brief was complex – our team ranges from highly experienced 'old-school' sales people to those just starting their sales career and coming from highly technical backgrounds AND from outside the industry. We wanted something that would help all of them improve their professional capacity to add value to customers.

To say I was impressed is an under-statement. The team designed a customised two day program that was highly engaging, completely professional and immensely valuable. The master-class on influence was a particular highlight. I felt we got well more than we paid for and thoroughly enjoyed the entire engagement. I would look to work with Abbie and the team again in a heartbeat

Phil Dickman
Chief Revenue Officer
Intuit Technologies

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