

The 7 STEPS to Increase Your Sales

BUILD YOUR SALES PROCESS:

1

PREP AND AUDIT YOUR CURRENT MARKETING

- Sales success starts with marketing to the right prospects
- Download this [5 Point Marketing Checklist](#)

MAP OR LIST OUT PROSPECT TOUCH POINTS

- List every touch point your prospect experiences during the sales process
- [Click HERE](#) for an example

2

3

BUILD YOUR SCRIPTS

- Map out every email, text, and call script for EVERY step in the process above
- Read [Instant Scripts](#) for scripting examples

MEASURE

- Measure results in EACH stage of your process for 2-6 weeks
- No changes in the first few weeks - simply gather the data

4

5

REFINE YOUR FUNNEL

- Look for where your prospects fall off - your lowest conversion rate steps
- What steps need to be added or removed?

MEASURE UPDATED RESULTS; REPEAT

- Proper sales refinement is a process that takes time. Consistent audits of the process allow for quick adaptations to what your prospects want.

6

7

TAKE YOUR SALES SKILLS TO THE NEXT LEVEL

- Join the next [12 Week Sales Master Class](#) and increase your conversion rate!