

KAIZEN - 改善 'CONTINUOUS IMPROVEMENT'

What do we offer?

An ongoing weekly subscription available to Venatrix Alumni and their colleagues to support, motivate and bolster results throughout their tenure.

They will benefit from these training sessions and content which include spotlights, Q&A's with other sales professionals and leaders, snippets and refreshers from a wide range of courses, advice to deal with current events and explore methods to maintain a healthy, positive attitude.

Here are some examples of sessions we have run so far -

- Don't let it die before the demo
- How to enjoy your summer PTO & still smash your quota

Kaizen is suitable for anyone working in sales with a minimum of 6-9 months sales experience.

****Sessions will run every Friday from 11am - 12:30 pm***

Training Schedule -

Course Title -

1. September 15th	→	Kaizen Kick-Off
2. September 22nd	→	Personalities, personalisation & making an impact
3. September 29th	→	Developing pain points through advanced questioning
4. October 6th	→	Using data to understand how to structure successful outreach
5. October 13th	→	Warming up & adding sophistication to cold outreach
6. October 20th	→	Revisiting the first call
7. October 27th	→	Advanced objection handling
8. November 3rd	→	Emails that ACTUALLY convert
9. November 10th	→	Content that converts customers
10. November 17th	→	Relationship mapping to unearth warmer prospects
11. November 24th	→	How, when & where to successfully network
12. December 1st	→	Advanced discovery calls
13. December 8th	→	Delivering high quality demos

