

Closing Quarter End Business – a Team Away-Day with a purpose

With pressure to achieve quarter and year end numbers, closing forecast business on time is one of the most consistent issues for salespeople, managers and directors. This Away-Day applies a light-hearted approach to a serious subject – the vital ingredients that go into closing forecast business on time.

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Why people get engaged

Insights into forecast deals come thick and fast. Each person brings a deal they are currently working on and as well as being coached by their peers, they experience what it's like to be their customer.

Many salespeople feel they have been fed on a diet of sales process and find it refreshing when they realise:

- they aren't going to be fed more of it; and
- the exercises work in harmony with existing processes and forecast systems.

The day is about doing things that will directly help salespeople to close business and have fun at the same time. It involves all parties engaged in the sales process including salespeople, pre-sales and consulting as well as product and market specialists.

How team members will benefit

Directly:

- Insights into deals they are currently working on
- A realisation they have slipped into some bad habits
- A refresh of the basics that set them up for success
- Ideas from other team members
- A new structure for reviewing deals that salespeople find more productive

Indirectly:

- The transfer of ideas to assist in closing other deals
- More productive working relationships with pre-sales and consulting
- Improved deal coaching skills for managers
- More productive meetings for customers
- Better qualification (in or out) and more accurate forecasting

What people say

"The ideas helped me make a Q4 upside deal get larger and close at \$1.1m net licence."

Software Salesperson

"I came looking for ideas and I certainly feel well armed for my conversation with the customer tomorrow."

Senior Salesperson

"It was really great to see the teams get stuck in and to watch the dynamics as they reviewed each other's opportunities."

Sales Director

Jim Wigg is a sales coach with an ability to get people engaged and focused on what's needed. In reviewing deals he has a knack of spotting subtleties and distilling information down to the essence of what it's all about. Since 1999 his customers have included: Oracle, Ernst & Young, PBBi, Cognos (now IBM), Integris, Atos Origin, Logica CMG, Nokia, BT, SAP and ARM.