

*Webinar on*

# **Targeting/ Prospecting- developing A Prospecting Process To Fill The Funnel With Leads**

# Learning Objectives

*How to effectively prospect for quality (not quantity) leads ongoing. Ability to develop/design a lead management process and execute it. Understanding how to create content marketing campaigns to drive inquiries into the top of the funnel. Understand social selling (what it really is), how to do it and how to drive referrals to produce leads.*



This webinar will detail the process required to take an inquiry and get it to a Sales Accepted Lead.

**PRESENTED BY:**

*Dan approaches helping companies grow revenue from a unique perspective – he’s done it. He’s walked a mile in your shoes and knows the pitfalls, short-cuts, and tried and true strategies to make it work. As a sales leader at some of the best run sales organizations, he bridged the gap between strategy and execution to transform the selling effort and to increase productivity.*

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

# Webinar Description

How to Build and Execute a Lead Development/ Prospecting Process to increase quality leads to your organization. This webinar will detail the process required to take an inquiry and get it to a Sales Accepted Lead. We will also focus on how to increase the number of inquiries through content marketing, social selling, and referral generation.

Prospecting for Quality Leads/ Social selling/ Referral generation



# Who Should Attend ?

*Sales Reps/ Sales Managers/ Sales Development Reps/  
Sales Leaders/ Marketing*



To register please visit:

**[www.grceducators.com](http://www.grceducators.com)**  
**[support@grceducators.com](mailto:support@grceducators.com)**  
**740 870 0321**