

Learn More About JMReid Group's Sales Training

Click the links below for more information on how we've addressed these subjects with clients in the past.

Let's talk about how we can craft a program tailored to your unique needs - send us a note at <u>hello@jmreidgroup.com</u>.

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Fundamentals of Value Selling

- Key Account Planning
 Lead Generation and Qualification
 Negotiation Skills
- Virtual Sales Presentation Skills

Advanced Value Selling

- •Selling to the Senior Level
- •Sales Coaching
- •Selling the Full Firm
- •Client-Centric Mindset
- •High Performance Selling Skills

Strategic Selling

- <u>Driving Strategy</u>
- •<u>Winning Pursuits</u>