

- 1 THE HUNTER GATHERER & NURTURER
- 2 AGENDA
- 3 PROFESSIONAL EXPERIENCE
- 4
- 5 WE NEED TO TALK ABOUT WHAT IT TAKES TO BUILD A SALES TEAM BEFORE WE CAN BUILD THE TEAM
- 6 Define Your Sales Strategy
- 7 Inbound vs. Outbound Sales Methodologies
- 8 Your sales plan should clearly outline goals, product positioning, ideal customers, pipeline activities, and any other information to help your team make more sales.
- 9 Sales Strategy Step 1: Set Sales Goals
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BUILDING AN EFFECTIVE SALES TEAM