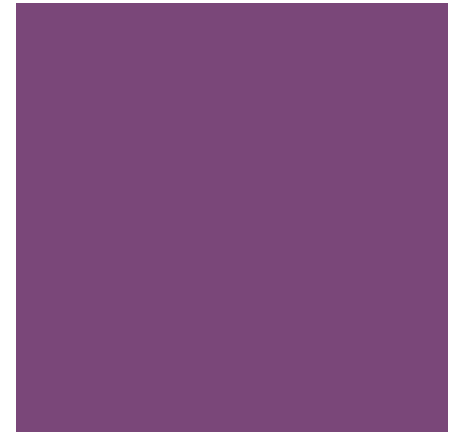


+ Getting Started with **Startup Selling**



+ Why is this important?

+ 1. **Start** on the right foot.



+ 2. Take **consistent** action.



+ 3. The more ideas you **share**, the more ideas flow.





=

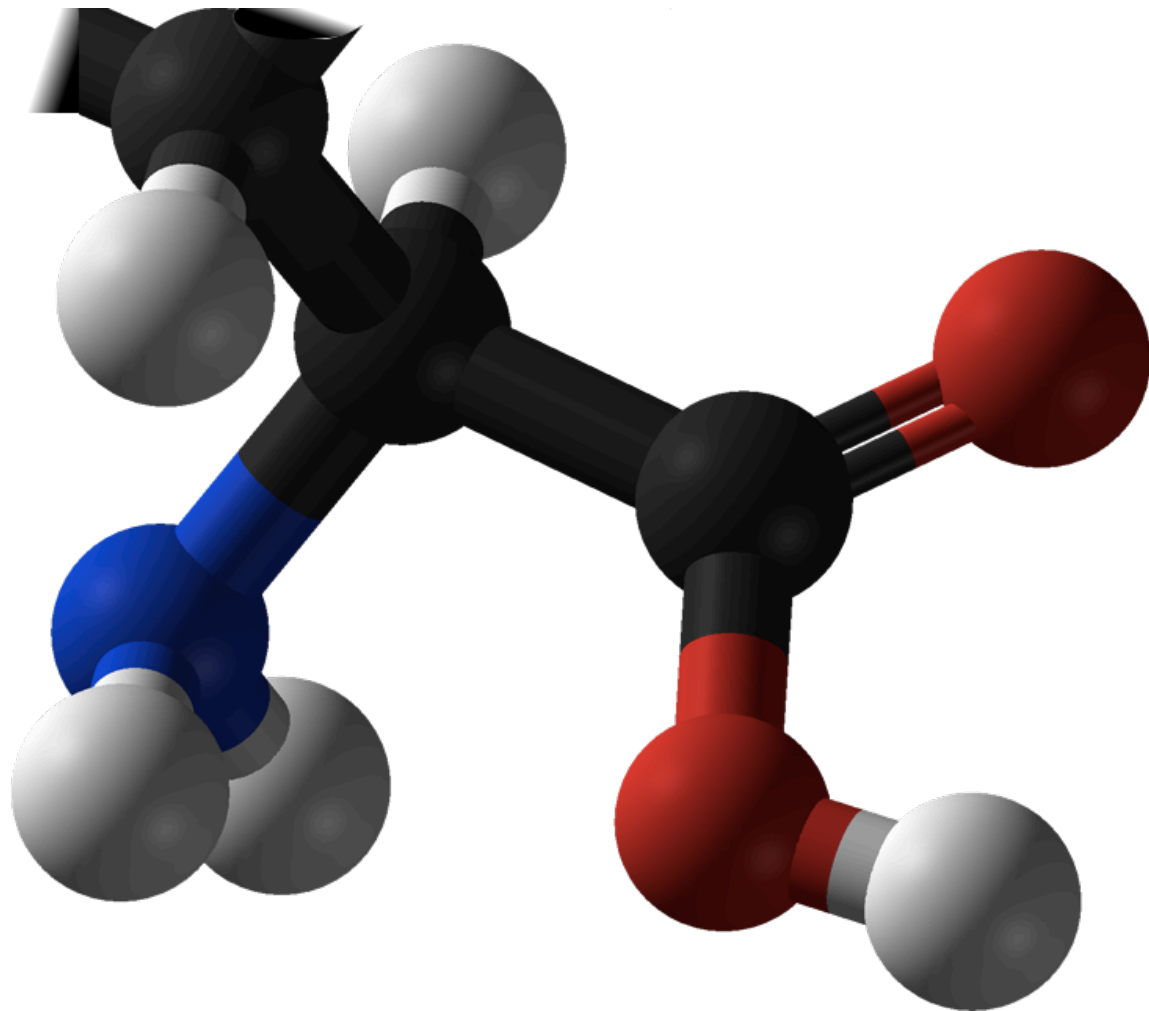


+

How **Startup Selling** works



+ 1. Start with **basic** building blocks.



+ 2. Use your **superpowers**.



+ 3. Identify **gaps & risks.**



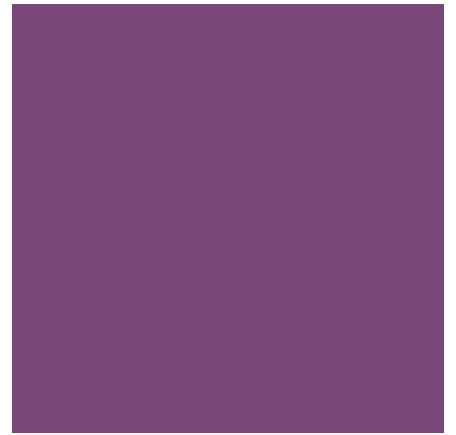
+ 4. Build & execute your **sales projects.**



+ 5. **Measure** your results.



what's
your
job?



+

+ 1. Own your **journey**.



+ 2. Be consistent.





"WE ARE WHAT WE REPEATEDLY DO; EXCELLENCE,
THEN, IS NOT AN ACT BUT A HABIT."
~ ARISTOTLE


+ 3. **Ask** for help.





+
The **tools** you need

THE FRAMEWORK

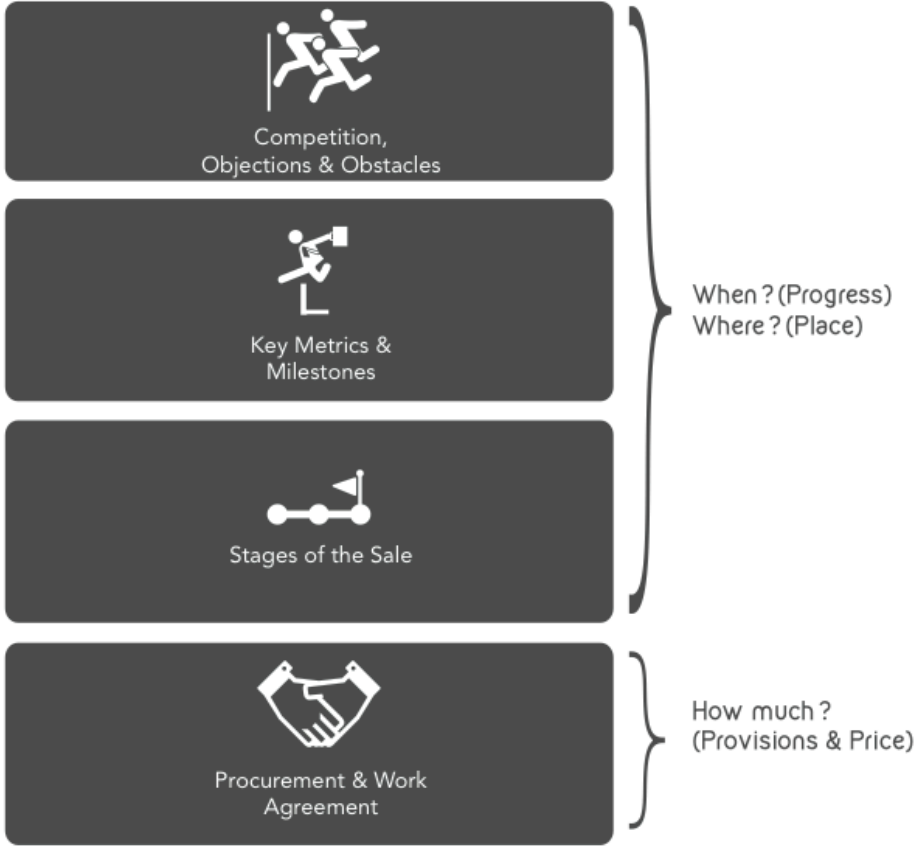
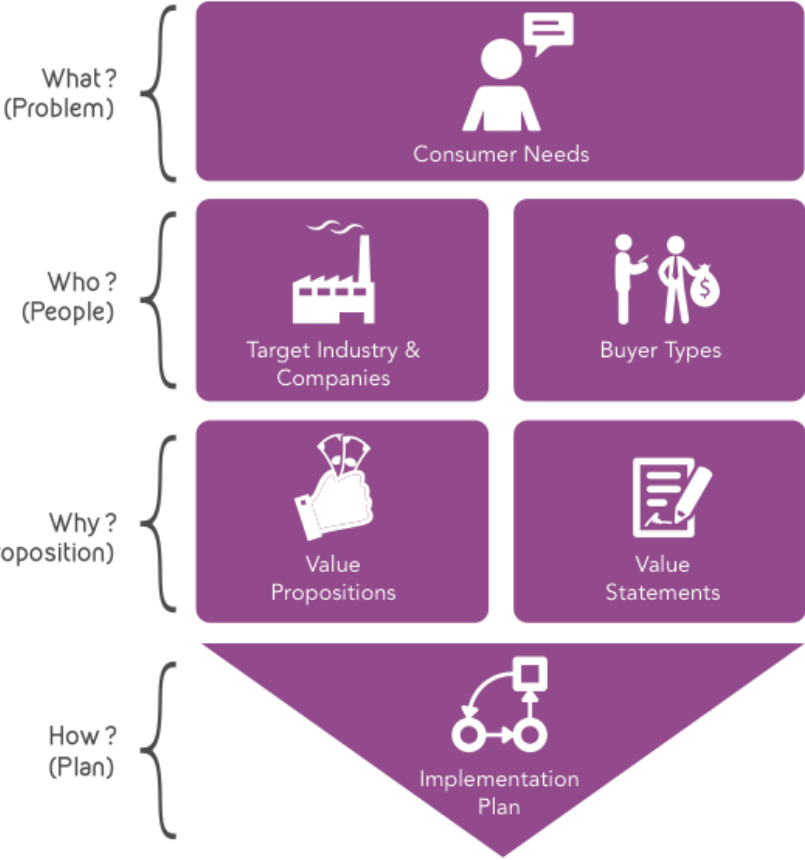


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+ Getting Started checklist



+ When you need help...





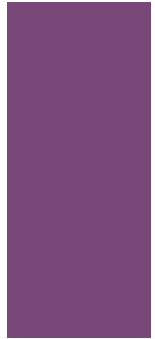


+ What happens next...

- + 1. Complete your **Getting Started checklist.**



- + 2. **Introduce** yourself on the Facebook group.



+ 3. Watch the next presentation.



THE
FRAMEWORK

+ Let's start building!

