



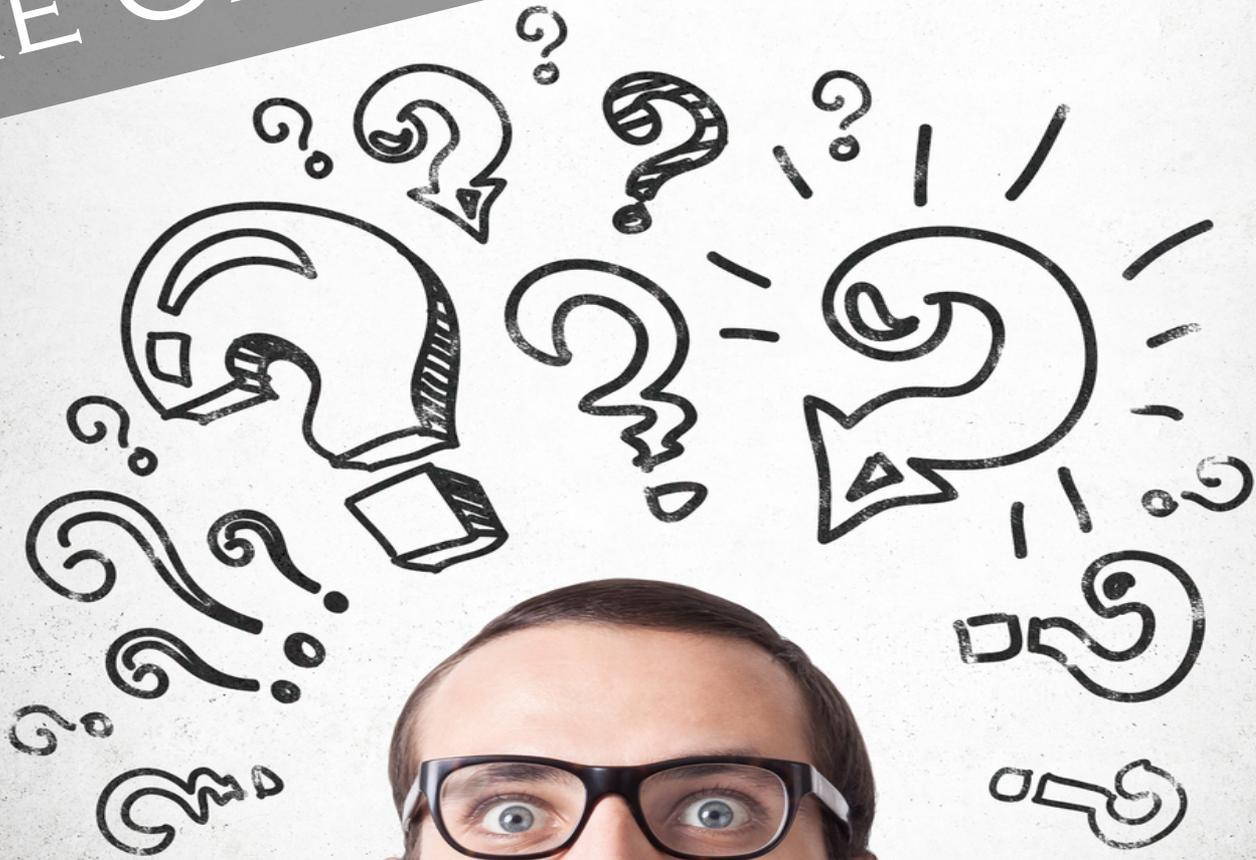
OUR FIVE PILLARS OF
SUCCESSFUL WORK



+ WHY IS THIS IMPORTANT?



THE CHALLENGE...



INITIAL EXCITEMENT...



FEELS OVERWHELMING...



I WANT
IT
NOW!



“WILL I END UP BACK HERE...?”



THE OPPORTUNITY...

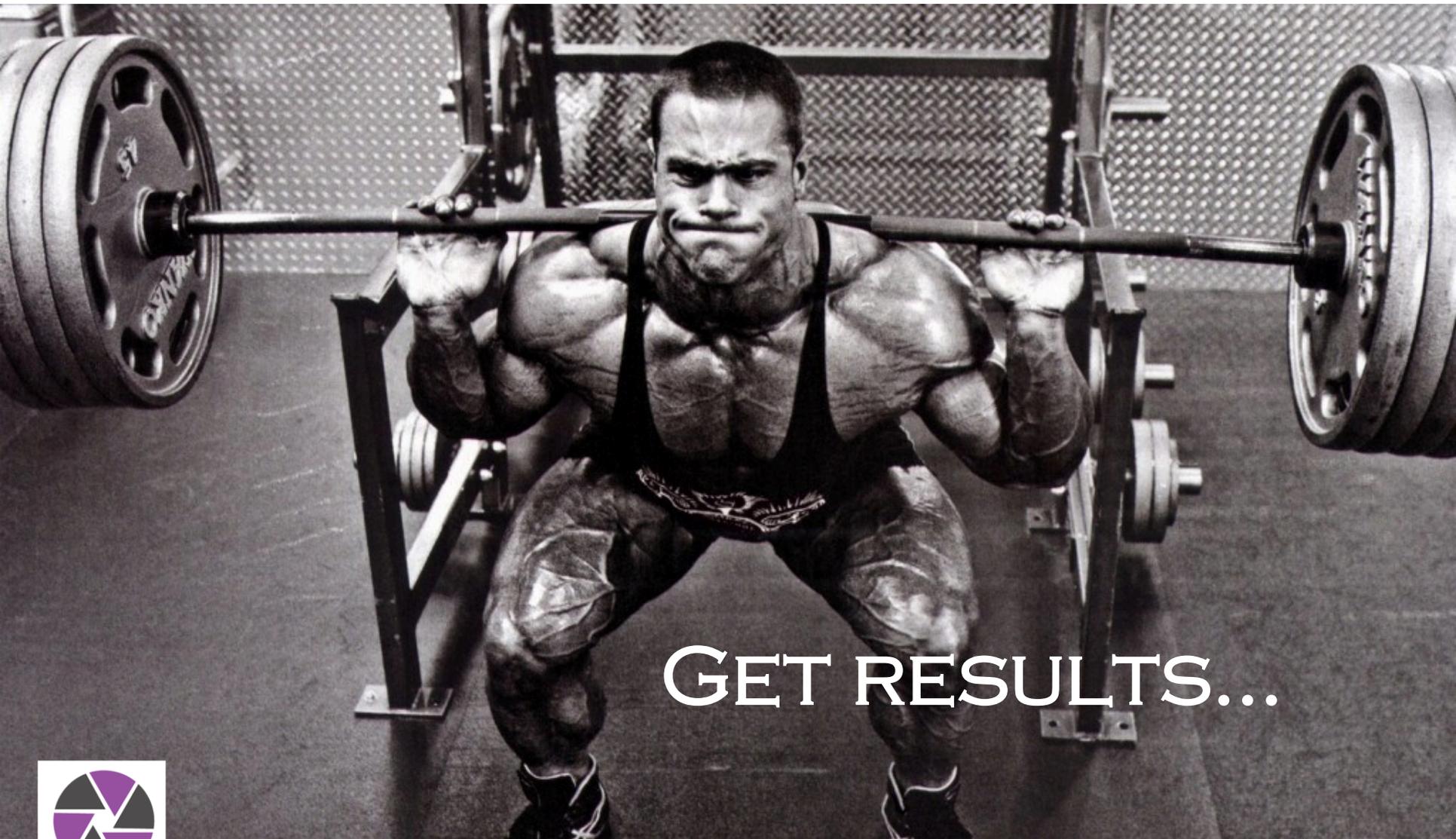


FIND THE FLOW...



GROW FAST...





GET RESULTS...



REACH YOUR GOALS





5 KEY PRINCIPLES





1. PREPARATION





2. COMMUNICATION





3. COMMITMENT



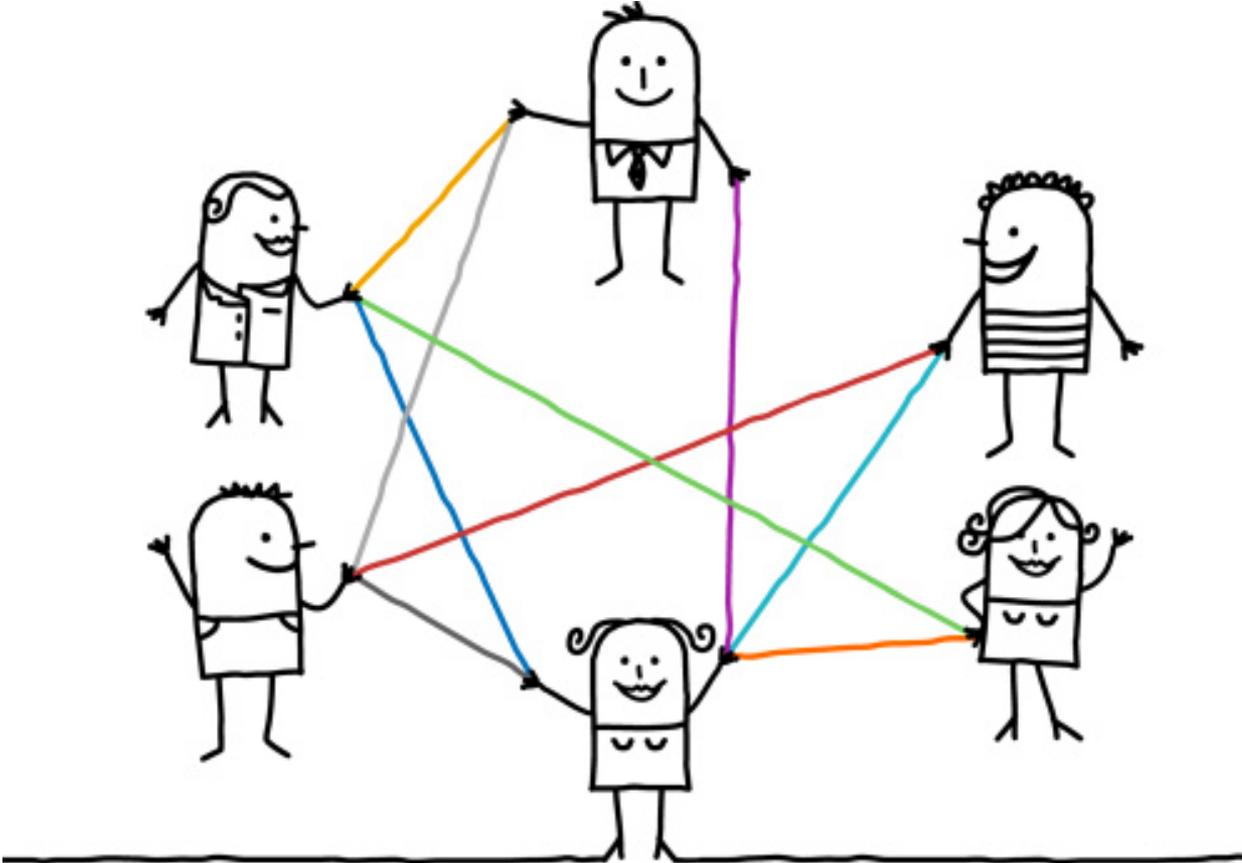


4. TAKE ACTION





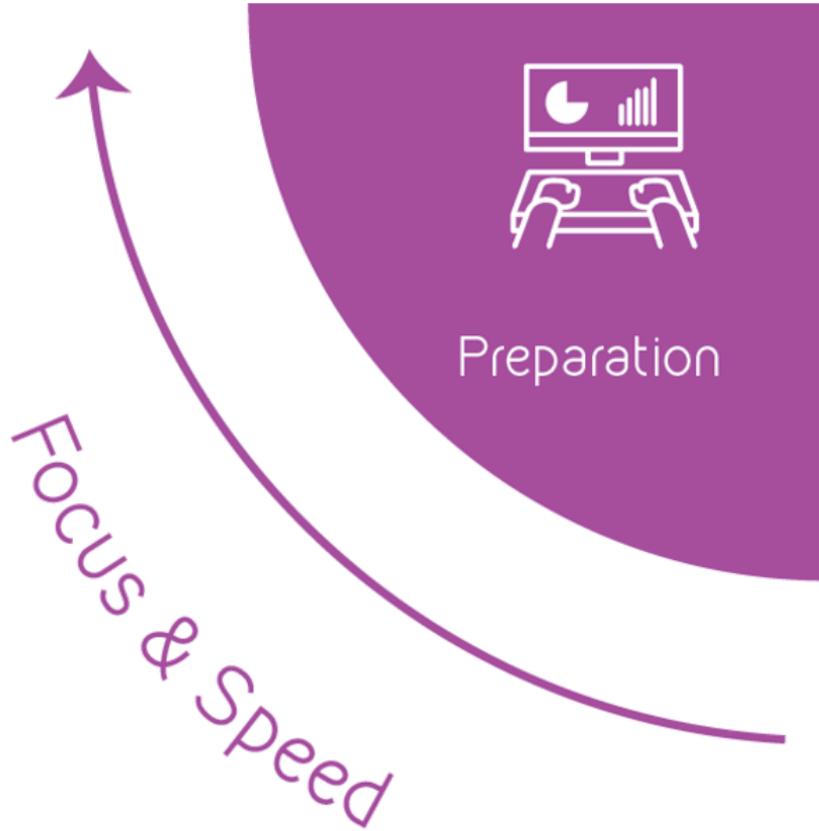
5. SHARE

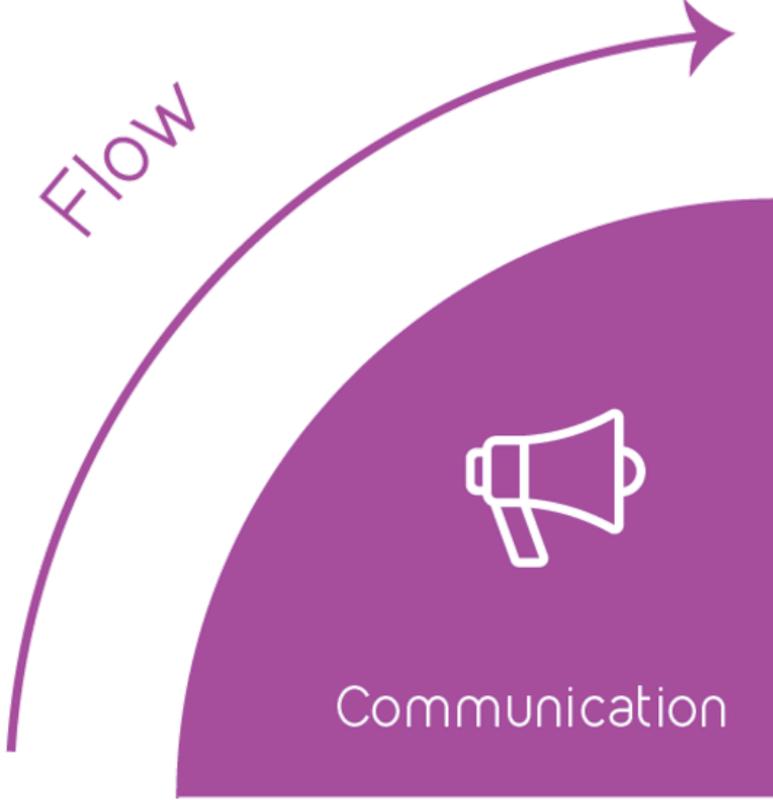


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1. PREPARATION
 2. COMMUNICATION
 3. COMMITMENT
 4. TAKE ACTION
 5. SHARE

A low-angle photograph of several tall, fluted classical columns supporting a building's entablature against a blue sky. The columns are made of light-colored stone or marble and feature a prominent fluted design. The entablature above the columns is also made of stone and features a decorative frieze with a central floral motif. The sky is a clear, bright blue with a few wispy clouds. The overall composition is dramatic and emphasizes the grandeur and scale of the architecture.

THE MODEL...

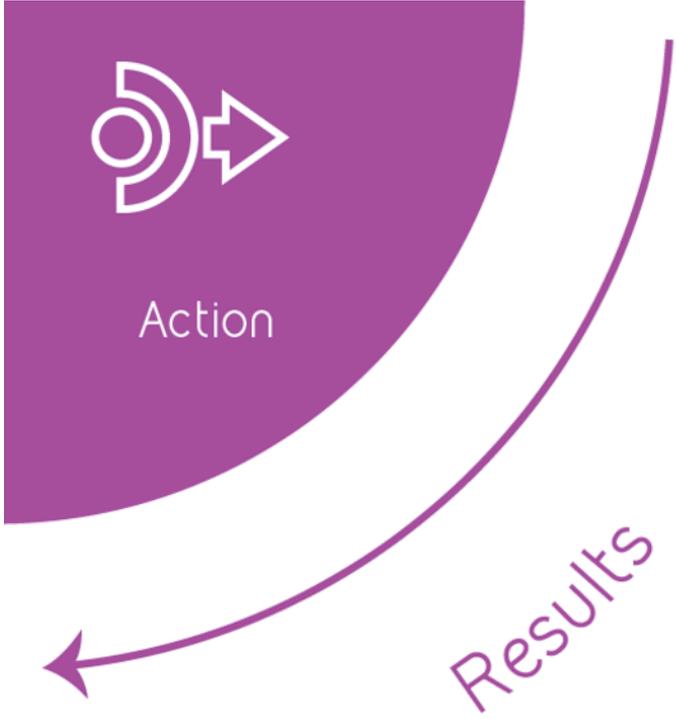


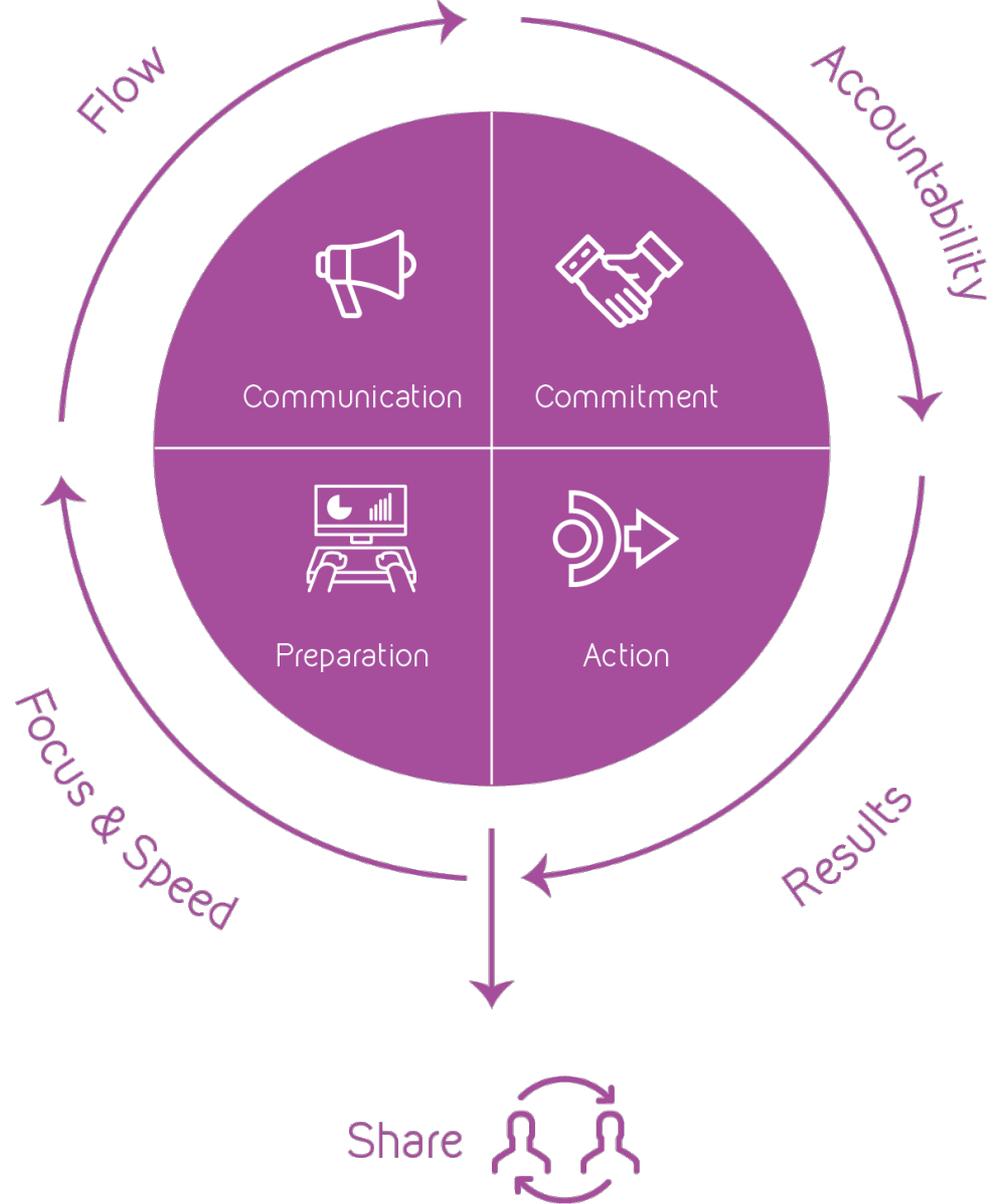




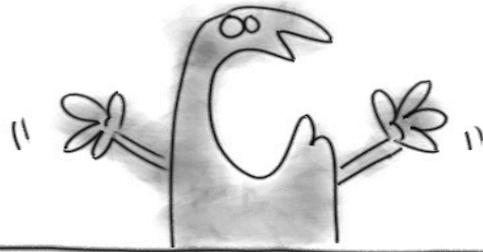
Accountability







Now What?!!



+







1. MAKE BOARDROOM A PRIORITY EVERY MONTH



2. ATTEND AT LEAST ONE SALES ACCELERATION CALL PER WEEK





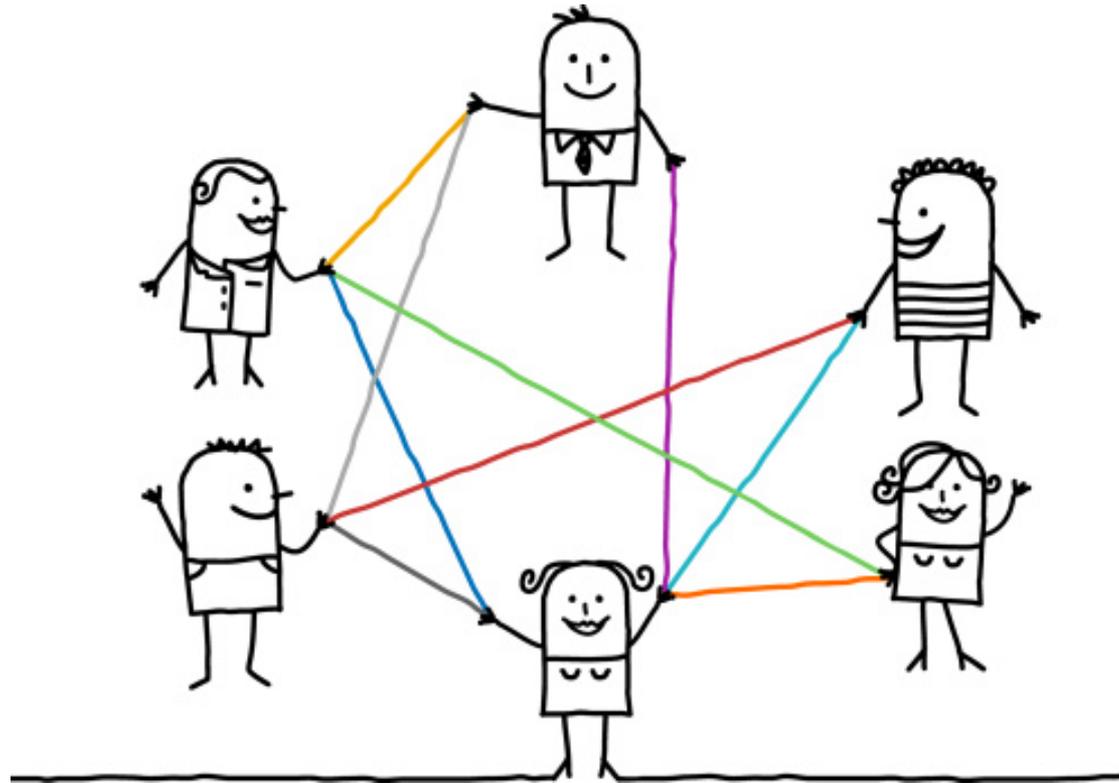
3. PREPARE FOR EVERY CALL & ACT QUICKLY AFTER



4. ASK QUESTIONS WHENEVER
YOU NEED HELP



5. SHARE YOUR WINS & LEARNINGS





THE STARTUP SELLING PROMISE

Here's what we feel we owe to each other. It's what we want our relationship with you to be based on. There are many things you can expect from us. And just three things we expect from you. If you have any concerns at all with this, we are happy to discuss what you feel would be fair.

You Must...

- You must be quick to implement, quick to ask for help when you need it, and quick to share your wins and lessons.



+ TOOLS & RESOURCES





Startup Selling Support

How ?

Core Tenet

Plan of Action



Game Plan & Strategy
Sessions; Call Prep

Preparation



Startup Selling Support

How?

Core Tenet

Help when you need it...



Sales Acceleration Calls,
Basecamp, Slack

Communication



Startup Selling Support

How?

Core Tenet

Accountability



Boardroom: Monthly Planning &
Monthly Update Calls;
Posting Weekly Priorities

Commitment



Startup Selling Support	How ?	Core Tenet
<p>Tools: Playbooks, Templates, Frameworks</p>	<p> </p> <p>Member Site, Facebook Group</p>	<p>Action</p>



Startup Selling Support

How ?

Core Tenet

Community



Slack, Facebook Group

Share



Basecamp



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A QUESTION
FOR YOU...



WILL YOU COMMIT TO A
SUCCESSFUL 2017
TOGETHER?



