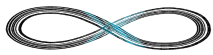




Infinite Selling Bonus Tool

Example Sales Meetings





Example Sales Meeting Cadences



Direct, Field and Partner

Week	1	2	3	4	5	6	7	8	9	10	11	12	13
Master Sales Meeting (90 minutes)													
1:1 Pipeline & Forecast Meeting (90 minutes)													
1:1 Sales Performance Coaching (60 minutes)													
Win/Loss Reviews (2 hours, quarterly)													
Partner Business Review (90 minutes)													

Sales Development Rep (SDR)

Week	1	2	3	4	5	6	7	8	9	10	11	12	13
SDR Team Call (30 minutes)													
1:1 SDR Call (30 minutes)													
1:1 SDR Check In Juniors (15 minutes)													
1:1 SDR Check In Seniors (15 minutes)													

Thank You

We hope you enjoyed using this tool and got some great value from it. These tools are just some of the amazing resources that Mentor Group have that help organisation across the globe transform their Revenue.

If you would like to learn more about what Mentor Group can do for your organisation and revenue, please do drop us a line at hello@mentorgroup.co.uk or visit www.mentorgroup.co.uk

About Us

Mentor Group is a Revenue Transformation company redefining the profession of selling through a relentless passion for mutual success. We work with some of the best-known organisations in the world helping them achieve their Revenue goals.

With a team of highly skilled and experienced consultants and deliverers, we operate in 68 countries and in 30 languages.



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