

Join us for

advancedsales

→ training

Thursday, January 29th, 2026

8:00am - 4:00pm MT

Friday, January 30th, 2026

8:00am - 12:00pm MT

In-Person in Phoenix, AZ

Harness the Power of a Proven Sales Process

The end-to-end sales experience that can help drive production and establish strong connections with new clients.

Module 1

Set the Foundation for Sales Success

Learn how to demonstrate leadership to help prospects make the decision to work with your business.

Module 2

Form Deeper Connections through Storytelling

Create your founder's story to make an immediate connection with prospects.

Module 3

Master the Art of Conversation by Building a High-Trust Environment

Discover the key words, statements, and discovery questions to better understand your prospects.

Module 4

Refine Presentation Skills for Maximum Results

Boost your marketing event attendance and secure more first appointments with strategic touchpoints.

Module 5

Optimize the Principles of Retirement Planning Workshop Presentation

Discover the repeatable process for educating and persuading your prospects on just about any topic.

Module 6

Perfect the First Appointment Process

Get the steps, scripts, and materials for successfully executing the first appointment.

Module 7

Close the Deal at the Second or Third Appointment

Learn how to present compelling solutions and close the deal at the second or third appointment.

