



	Salespeople	Sales Managers
The Will to Sell	Strong Desire for Sales Success	Strong Desire for Sales Management Success
	Strong Commitment to Sales Success	Strong Commitment to Sales Management Success
	Motivated	Motivated
	Good Outlook	Good Outlook
	Takes Responsibility	Takes Responsibility
Sales DNA	No Need for Approval	No Need for Approval from Salespeople
	Controls Emotions	Controls Emotions
	Supportive Beliefs	Supportive Beliefs
	Supportive Buy Cycle	Supportive Buy Cycle
	Comfortable Talking about Money	Comfortable Talking about Money
	Rejection Proof	Rejection Proof
Systems & Strategies	Milestone-Centric Sales Process	Milestone-Centric Sales Process
	CRM Savvy	CRM Savvy
	Mastery of Social Selling Tools	Mastery of Social Selling Tools
Tactical	Hunting Skills	Coaching Skills
	Posturing Skills	Motivational Skills
	Consultative Selling Skills	Accountability Skills
	Qualifying Skills	Recruiting Skills
	Presentation Approach & Context	Pipeline Management Skills
	Closing Skills	Closing Skills
	Relationship Building Skills	Relationship Building Skills

Victor Arocho 954-634-2886
VictorArocho.com
PotentialSalesGroup.com