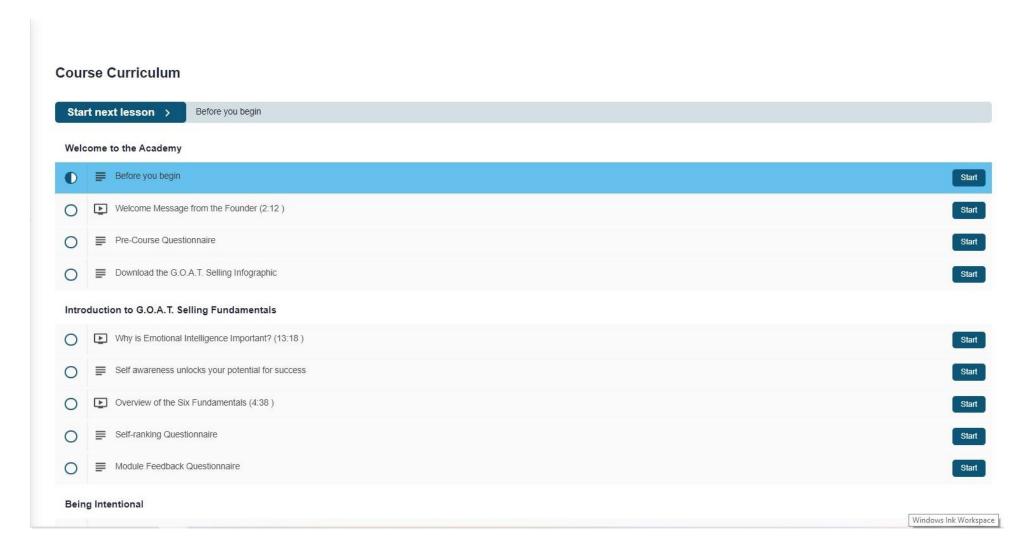
G.O.A.T. Selling Fundamentals Course Curriculum



0	▶ Becoming Intentional-Implementing a Repeatable Process for Success (15:23)	Start				
0	Being Intentional-Interview with a Sales Rockstar (15:24)	Start				
0	Homework Assignment: Complete your prospect planning worksheet	Start				
0	Module Feedback Questionnaire	Start				
Bein	Being Genuine					
0	Overview for Becoming Genuine	Start				
0	Understanding the Power of your Unique Self (10:39)	Start				
0	Homework Assignment: Complete your 16 Personalities Assessment	Start				
0	Active Listening in Practice (15:22)	Start				
0	Homework Assignment: Active Listening (30:19)	Start				
0	Accepting the Value of Continuous Self Improvement (7:23)	Start				
0	Homework Assignment: Self-Improvement	Start				
0	Module Feedback Questionnaire	Start				

Bein	g Strategic	
0	Learning to become more strategic in your approach (15:03)	Start
0	Video: The Salesman from Newfoundland (Humor) Draft	Start
0	Homework Assignment: Create a Strategic Sales Plan for an Existing Prospect	Start
0	Module Feedback Questionnaire	Start
Bein	g Knowledgeable	
0	Become an expert on the Macro view and let the team own the Micro view (13:29)	Start
0	Homework assignment: Understanding Client/Prospect Business Challenges	Start
0	Module Feedback Questionnaire	Start
Bein	g an Advocate	
0	Setting yourself up as an Ambassador (17:17)	Start
0	Homework Assignment: Ranking your existing major client relationships	Start
0	Module Feedback Questionnaire	Start
Bein	g the Team Leader	
0	What is team leadership and why is it important in strategic sales (13:11)	Start
0	Homework Assignment: Identify your native leadership Style	Start Windows Ink Works

0	Become an expert on the Macro view and let the team own the Micro view (13:29)	Start				
0	Homework assignment: Understanding Client/Prospect Business Challenges	Start				
0	Module Feedback Questionnaire	Start				
Bein	Being an Advocate					
0	Setting yourself up as an Ambassador (17:17)	Start				
0	Homework Assignment: Ranking your existing major client relationships	Start				
0	■ Module Feedback Questionnaire	Start				
Being the Team Leader						
0	What is team leadership and why is it important in strategic sales (13:11)	Start				
0	Homework Assignment: Identify your native leadership Style	Start				
0	Module Feedback Questionnaire	Start				
Mea	Measuring your results from the course					
0	Taking the post-course self-ranking questionaire	Start				
Fina	Final Thoughts on G.O.A.T. Selling					
0	Final Words from the founder (1:56)	Start				
0	Post Course Feedback for G.O.A.T. Selling Fundamentals	Windows Ink Workspace				