
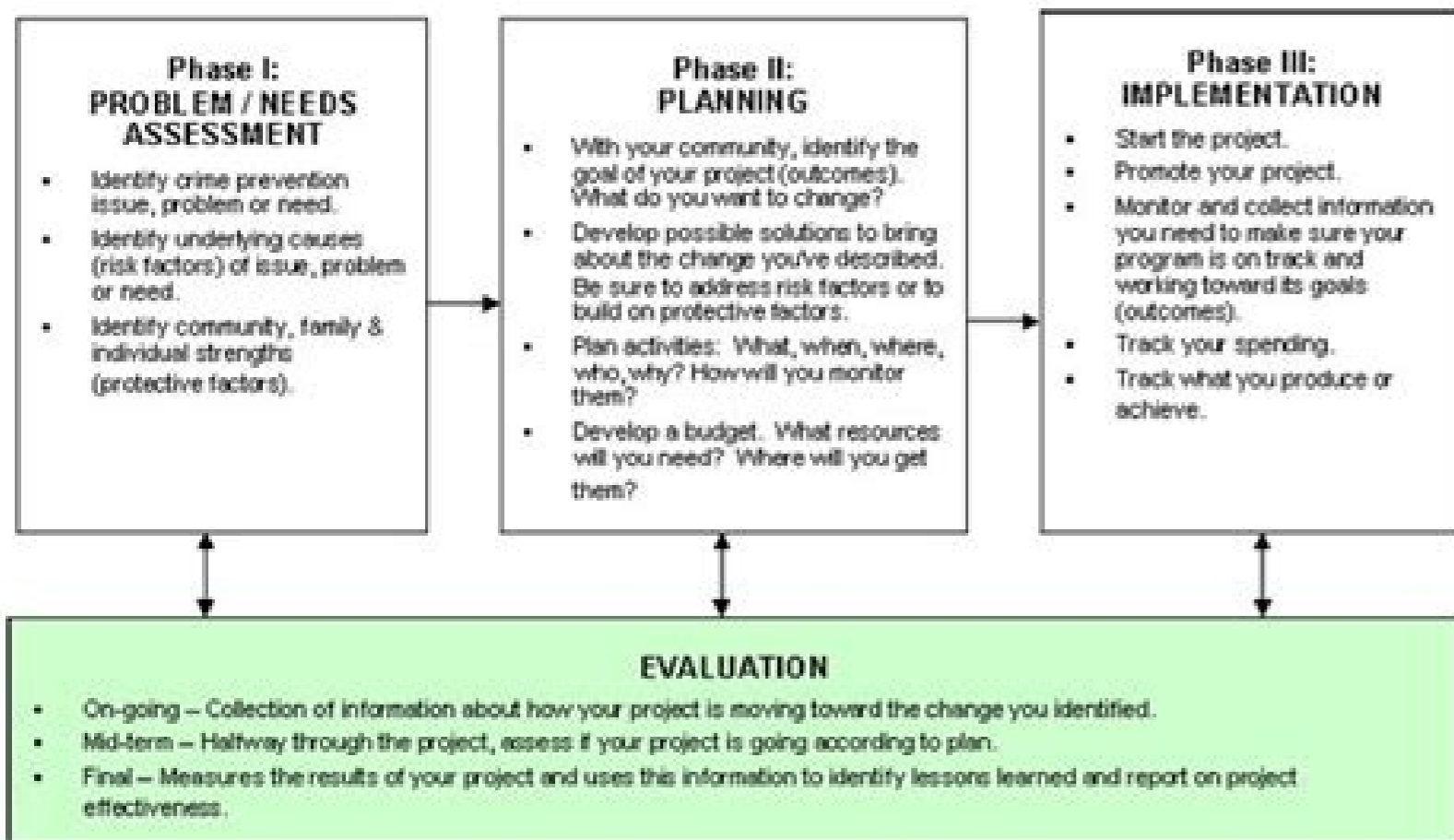
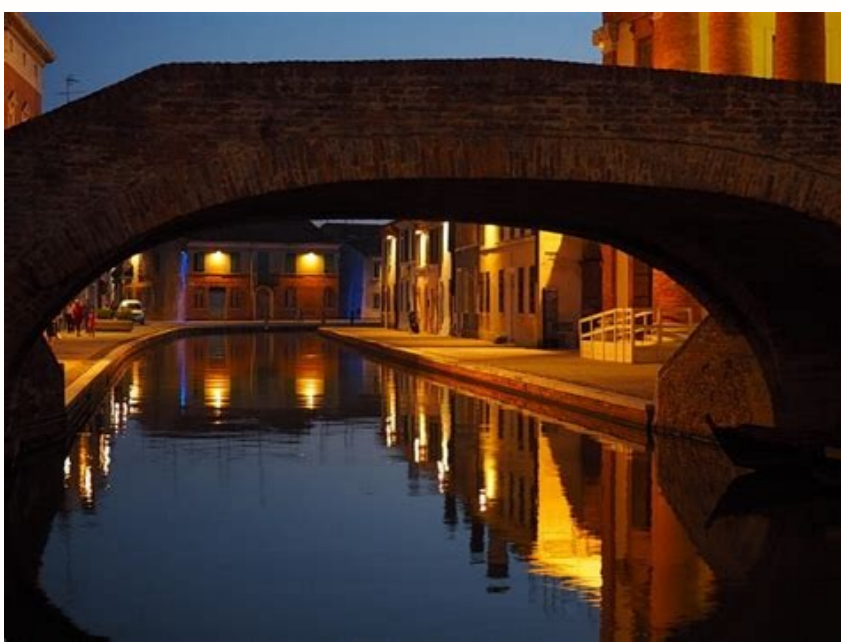


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**ACTION PLAN TEMPLATE**

| Activity                          | Start Date | End Date | Frequency | Duration | Location | Notes   |
|-----------------------------------|------------|----------|-----------|----------|----------|---|
| Phase I: Problem/Needs Assessment | 10/15/19   | 10/22/19 | Weekly    | 1 hour   | Office   | Identify crisis prevention issue, problem or need.  |
| Phase II: Planning                | 10/22/19   | 10/29/19 | Weekly    | 1 hour   | Office   | Develop possible solutions to bring about the change you've described.                                  |
| Phase III: Implementation         | 10/29/19   | 11/05/19 | Weekly    | 1 hour   | Office   | Start the project. Promote your project.  |
| Evaluation                        | 11/05/19   | 11/12/19 | Weekly    | 1 hour   | Office   | On-going – Collection of information about how your project is moving toward the change you identified. |

## Business Plan

Prepared by Meg Prater  
on October 13, 2019

### SOS SALES TRAINING

#### BUSINESS DESCRIPTION

A sales training consulting firm built on the teachings and frameworks created by Dan Tyre. Trainings will be led by certified "Tyre Trainers" and last from a single lunch-and-learn to a week-long training to help sales teams meet quota, use the inbound sales methodology, and go "from sales cub to lion."

#### COMPANY DESCRIPTION

Dan Tyre will serve as executive and consultant for the training curriculum. The day-to-day trainings will be run by certified Tyre Trainers (trained by Tyre, himself). Tyre trainers will be responsible for booking their own training sessions and will be held to a monthly quota of trainings scheduled. The business will also need an office manager and front desk associate.

**Mission Statement:** We believe that preparation is key to better sales. When reps are prepared, prospecting is fun and fruitful. Tyre Training shows you how.

#### TARGET MARKET

SMB sales teams in Arizona looking to grow their reps' abilities and become more efficient sales organizations. These sales teams have three to five reps who have been selling for approximately five years. They have trouble meeting quota and are looking for strategies to source better leads and connect with those leads in a meaningful way.

#### SERVICE LINE

- Lunch-and-Learn: Hour-long prospecting training session, \$250
- Full Day Training: Seven-hour prospecting and outreach session, \$1200
- Week-Long Training: Five, seven-hour immersive training, \$5450

So you might want to ask about the management style, or what your predecessor went on to do. You're Reading a Free Preview Pages 220 to 249 are not shown in this preview. Click here to download the case study template and guide, and if you want to share this resource with others, use the click-to-tweet links and image below. So, to help you prepare, here are the top 10 interview questions you could be asked — along with some excellent answers. Tell Me About Yourself. You'll probably be asked this at the outset. That would just seem disloyal. You're Reading a Free Preview Pages 22 to 23 are not shown in this preview. Even if you're leaving under negative circumstances, focus your answer on the future. You're Reading a Free Preview Pages 261 to 285 are not shown in this preview. or its affiliates © 1996-2014, Amazon.com, Inc. Do you have a plan in place to take advantage of this trend? Prior research is key. You're Reading a Free Preview Pages 303 to 317 are not shown in this preview. To help you to focus on creating content that drives both your sales team and process forward, we have created The Ultimate Case Study Creation Guide and Template. With this helpful kit you'll be able to: Select perfect-fit participants to help your case study shine the spotlight on your product and/or service. You're Reading a Free Preview Pages 27 to 36 are not shown in this preview. Not only can it knock you out of the contest if you quote a figure that's a little too high, but employers can also hold candidates to a figure that's well below average. He takes you inside a typical interview by exploring the various types of case questions and he shares with you the acclaimed Ivy Case System which will give you the confidence to answer even the most sophisticated cases. It's kind of meant as an ice-breaker, even if the thought of it makes you shudder. You're Reading a Free Preview Pages 100 to 111 are not shown in this preview. Cosentino, Joan Oleck Marc P. Talk about your hobbies and motivations, and feel free to showcase your personality. Half the challenge of going for a job interview is not knowing what to expect. The uploader already confirmed that they had the permission to publish it. You're Reading a Free Preview Pages 321 to 329 are not shown in this preview. If you are author/publisher or own the copyright of this documents, please report to us by using this DMCA report form. Having a variety of case studies based on various categories such as industry, location, company size, or type of business can help your sales team convert leads into customers and upsell existing customers. or its affiliates Browser does not support script. So if your greatest strength is swimming 50 lengths in a lunch break and another's being a "people person," who's going to get the job in HR? How Do You Handle Stress? Bearing in mind that a smoke and a drink probably isn't an acceptable answer, try to come up with a concrete example of how you've dealt with pressure in the workplace in the past. You're Reading a Free Preview Pages 129 to 157 are not shown in this preview. Devise great questions to ask your perfect-fit participants. Layout the case study in a comprehensive, clear, and informative manner — giving you more time to focus on the actual content at hand. You're Reading a Free Preview Pages 64 to 65 are not shown in this preview. We know that building out an awesome case study that shares a compelling story can be both time-consuming and difficult if you're not sure how to go about it. And give a salary range instead of an exact sum — or, if possible, defer the question to your second interview. Why Did You (or Will You) Leave Your Last (or Current) Job? This isn't an opportunity to rail against another employer. Even if they believe you, they might just assume you've only worked in cushy environments. Why Should I Hire You? They're asking for your sales pitch with this one. So you should really know the ins and outs of the role and why you (might) want to work for that particular company. What Is Your Greatest Weakness? There's an art to answering this question; it involves spinning your weakness as a strength. They might like to hear that you want to specialize and take on more responsibilities. What Are Your Salary Expectations? This is a horrible question. You're Reading a Free Preview Pages 295 to 298 are not shown in this preview. And try to relate what you say to the job. Why Do You Want This Job? No, the answer is not "for the money." Even if it is. You're Reading a Free Preview Pages 69 to 75 are not shown in this preview. You're Reading a Free Preview Pages 40 to 49 are not shown in this preview. But also be factual and pragmatic. Do You Have Any Questions for Me? No, the interview hasn't ended. Talk about new opportunities. And finish with your own USP. Where Do You See Yourself Five Years From Now? Maybe this job is just a stopgap. You're Reading a Free Preview Pages 178 to 208 are not shown in this preview. But whatever you do, don't tell them that. Don't be afraid to be personal. Telling them you never get stressed isn't necessarily a good idea. Case studies give your audience more information about your product or service in the context of a specific company size or vertical. Though each case study may have slightly differing details, the core messaging will fundamentally remain the same: how your product and/or service has helped one of your existing customers overcome a challenge, achieve a goal, and/or better their lives. Cosentino, Joan Oleck But don't be arrogant either. You might say, for example, that you can be a bit of a perfectionist. Download our free case study template here. You may be wondering where to start, who to speak to, and what to ask. Recap the highlights of your resume and emphasize any qualifications and experience that meet the requirements for the job. Many otherwise highly qualified candidates may be caught off-guard by questions they don't know how to answer. Don't be modest. VDOC.PUB Login / Register Upload Home Download Embed This document was uploaded by our user. Enter the ever useful and efficient case study. Interviewers expect candidates to show off their knowledge of the company, and what appeals to them about the position they've applied for. Case studies are also crucial to your sales process. But don't go on too long. Many employers ask this to gauge how interested you really are in their company. But if you do, it's sensible to add that your drive to meet deadlines helps you to manage your time. What Is Your Greatest Strength? You might be proud of your crocheting skills, but is it relevant to the job? 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