



TRAINING PACKAGES

SOAR TRAINING

How To Make Strategic Contact
With A Decision Maker

TELEPHONE | EMAIL | LINKEDIN | TEXTING

www.soarondemand.com



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LIVE IN-PERSON or VIRTUAL TRAINING PACKAGE

INVESTMENT: \$695 per person (minimum 10 participants)

WHAT'S INCLUDED

1. LIVE TRAINING

- | | | |
|------------------------------------|-------------|----------------------------------|
| a) Prospecting By Phone | 1-Day | (Your Local Office or over Zoom) |
| b) Prospecting By Email & LinkedIn | 60-Minutes | (Zoom) } |
| c) Prospecting By Text Message | 30-Minutes | (Zoom) } |
| d) On-Demand | Full Access | (12-Months) |

Note: Will be facilitated as one 90-Minute Session
2-3 weeks after the 1-Day session

NOTES

1. Pricing: Does Not Include Applicable Taxes
2. Travel: Travel Expenses Are Not Included
3. Participants: A Minimum of 10 Participants
4. French: French language training also available

OUR RESULTS

TELEPHONE

Contact Made: 56%+

Confirmed
Next Steps: 39%+

Voicemail
Call Backs: 37%+



EMAIL

Open Rates: 43%+

Click-Thru
Rates: 61%+



LINKEDIN

Connection
Success: 64%
- 88%

1st Connection
Message
Open Rates: 68%+





PROSPECTING BY TELEPHONE TRAINING AGENDA

MORNING

9:00am – 10:30am

How To Ask For Your Contact With Confidence & Presence

Overcome Receptionist Resistance:

- Who is Calling?
- What's it Regarding?
- Expecting Your Call?
- Is This A Sales Call?

When The Receptionist Says:

- "They're Unavailable"

When It Goes To Voicemail

10:45am – 12:00pm

Creating Value

- The Value Equation
- Value Statement Components
- Value Statement Workshop

AFTERNOON

The Live Dial Experience!

12:00pm – 1pm	Lunch Break
1pm – 2pm	3-4 Dialers
2pm – 3pm	3-4 Dialers
3pm – 4pm	3-4 Dialers





EMAIL & LINKEDIN TRAINING

COURSE OBJECTIVES

- Increase Your Decision Maker Email Open & Reply Rate
- Connect Successfully Using LinkedIn

PROSPECTING BY EMAIL & LINKEDIN

- The Biggest Differentiator Available To You Today
- Suggested Subject Lines & Email Examples
- Your LinkedIn SSI
- Connecting Successfully Through LinkedIn
- Connected – Now What?

Length: 60-Minutes

Platform: Zoom





PROSPECTING BY TEXT TRAINING AGENDA

COURSE OBJECTIVE

- How To Effectively Send A Text Message To A Decision Maker.
- The Goal?
 - To Have That Text Message Result In A Positive Reply

PROSPECTING BY TEXT MESSAGE

- When A Cold Text Message Fits Best In Your Prospecting Cadence
- How To Set Up Your 1st Text Message For Success
- What To Do If They Reply Positively
- What To Do If They Reply Negatively
- What To Do If They Don't Reply At All

Length: 30-Minutes

Platform: Zoom



ON-DEMAND

ACCESS

- Full Access for 12-Months
- Three Courses:
 - Prospecting By Telephone
 - Prospecting By Email
 - Prospecting By LinkedIn
 - Over 250 videos streaming

NOTE

Prospecting By Text On-Demand
is Coming in Q3 2024



SOAR

CLIENTS

TELUS

Colliers

UKG

CISCO

ClassLink



tipalti

NAVCO

next

wex

Filejet

ADP

xerox

KONICA MINOLTA

FIREPOWER

viduard

Process Fusion
Formerly known as UniPrint.net Corp.

salesforce

CBRE

AxisCare

savills

allego

ROYAL LEPAGE
COMMERCIAL

SysGen
experience IT



CONTACT



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