

In-Bank High-Performance Sales and Prospecting Program

HOW CAN WE HELP YOUR BANK?

Brought to you by **FTCTogether**, the **In-Bank High Performance Sales and Prospecting Program** is designed to assist your sales team in enhancing their business and sales development skills through innovative approaches to meeting prospects that work for real people in the real world.

This program will provide a commonsense system, based in proven sales psychology, that will help participants learn how to:

- Overcome three relationship myths that are holding them back;
- Use five levers that open the door to stronger relationships that quickly increase sales results; and
- Make instant emotional connections that minimize objections and move buyers to reveal their real problems and needs.

PROGRAM OBJECTIVES

- Sharpen Sales and Prospecting Skills
- Manage Disruptive Emotions
- Create Enthusiasm and an Optimistic Mindset
- Think “Win-Win”
- Meet More Opportunities.
- Develop More Profitable Friendships
- Increase Productivity and Profits

TOPICS

- The 30-Day Rule
- The Law of Replacement
- The 5 Cs to Social Selling
- The 5-Step Telephone Prospecting Framework
- The 3 Keys to Turning Around Objections
- “Working your Book” – Building Your Business Through Your Business
- Effective Networking at Business and Social Events
- “Pipeline Is King” – How to Develop and Manage a Deeper Pipeline

Visit www.pabankers.com/inbanksalesprogram for more information.



GET STARTED TODAY

Step #1: Consultation Zoom Meeting with PA Bankers and **FTCTogether**

Step #2: Development Strategy (Presented with Pricing)

Step #3: Rollout Strategy and Post Program Support

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**DENNIS
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Founder and CEO,
FTCTogether

Throughout his entire career, Dennis has dedicated himself to helping others be their best by sharing with them the most effective success principles and how to apply them. In all his high-energy learning programs, Dennis shares the information he acquired in the fields of positive psychology and self-science, Emotional Intelligence as well as his personal experiences as a successful financial professional and entrepreneur.