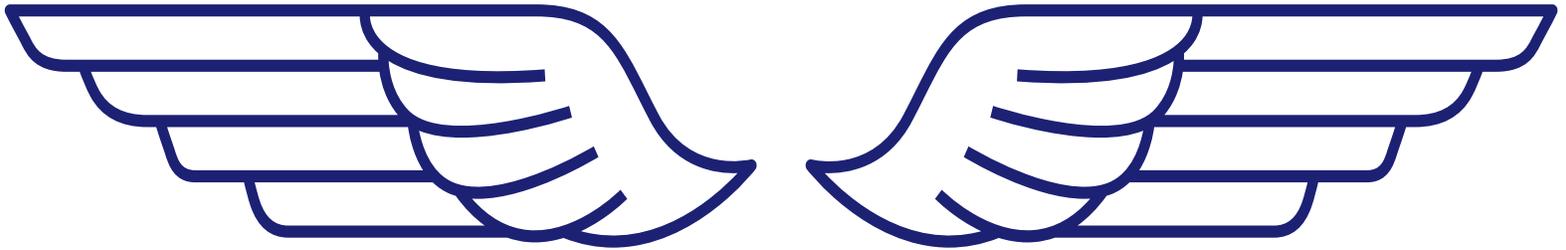


Outline of The



AVIATION SALES SKILLS CHALLENGE



MINI-COURSE



What's In the Challenge?



This mini-course is a challenge designed as a warmup and a tryout for our Aviation Sales Professional Basics Course.



Requirements:

To take the challenge, you must:

- Be working in a sales capacity in an aviation-related company.
- Be able to read and write English.
- Have a mailing address in the United States.
- Be familiar with teleconferencing using Zoom.
- Have 3-5 hours total to complete the Challenge on your own.
- Attend one of several scheduled one-hour live sessions.
We will schedule at least three sessions to choose from,
at different times of the day and days of the week - we know you're busy!

The Mini Challenge Includes Five Units:

- The first three units each include a video and a quiz that introduce and test on concepts.
- The fourth unit is a live role playing exercise.
- The fifth is an invitation to preview our Aviation Sales Professional Course.

Outcome of the Sales Skills Challenge

- As a result of completing this Aviation Sales Challenge,
- You will know what it takes for a successful career in Aviation Sales.
- You will begin comfortably growing your network of aviation industry stakeholders.
- Your sales calls will be much more confident.
- Your sales calls will be much more persuasive.
- Your close rate (for appointments) will be much higher.

What's In the Challenge?

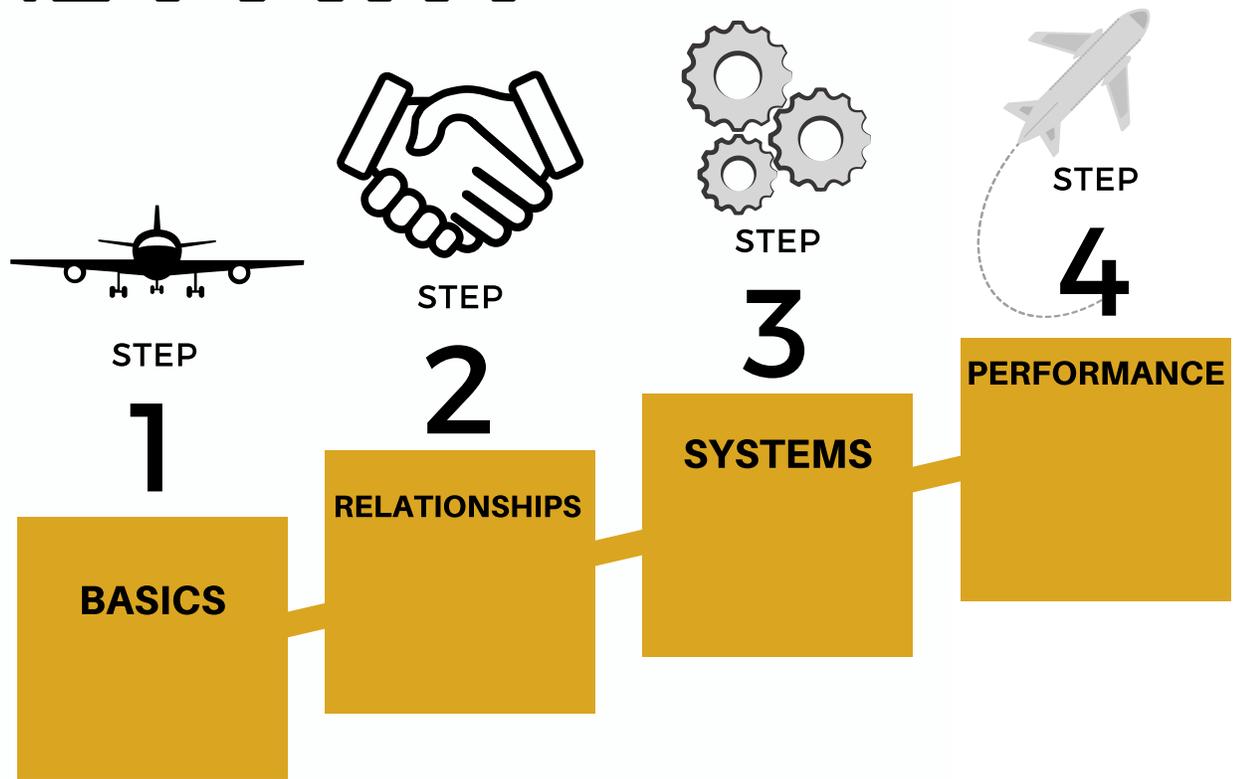


This mini-course is a challenge designed as a warmup and a tryout for our Aviation Sales Professional Basics Course.

- Introductions - How to introduce yourself, then practice in the group.
- The Basics - Lesson, Quiz and Recap
- Relationships- Lesson, Quiz and Recap
- Systems - Lesson, Quiz and Recap
- Why Role Playing?
- Sales Call Worksheet - Prepare for a basic sales call
- Sales Call - Schedule & Complete a Mock Sales Call
- Sales Call - Debrief with Recording & Notes
- Consider the Aviation Sales Professional Course (If Recommended)



THE PATH



Aviation Sales Training

Early Access Begins November 2.
Live Course Begins
November 16, 2020!

\$129

1-2 hours live, about 5 hours total time commitment.

Supercharge your confidence.
Upgrade your sales.
Make your move for 2021.

