

TERRITORY AND TIME MANAGEMENT FOR SALESPEOPLE

Learn to make the most productive use of your time as you mine your territory for sales!

Seminar #5289

Overview

Time is a salesperson's most valuable asset. Lost hours mean lost sales and lower earnings. Poor sales territory management leads to missed opportunities and meager results. To survive in today's fiercely competitive marketplace, you need the best sales territory management training you can get!

Schedule

- [2] days
- [2] days - **\$2,095** Non Members
- [2] days - **\$1,895** AMA Members
- [2] days - **\$1,623** GSA

Credits

1.2 CEU

Schedule

We have 6 scheduled sessions located nationwide starting between 6/11/2012 - 12/6/2012

Date	Location	Duration
Jun 11, 2012 - Jun 12, 2012	New York, NY	2 Days
Jul 19, 2012 - Jul 20, 2012	Arlington/Washington DC, DC	2 Days
Aug 27, 2012 - Aug 28, 2012	Chicago, IL	2 Days
Oct 11, 2012 - Oct 12, 2012	Atlanta, GA	2 Days
Nov 5, 2012 - Nov 6, 2012	New York, NY	2 Days
Dec 6, 2012 - Dec 7, 2012	Chicago, IL	2 Days

Registering more than 4 people, please call 1-877-566-9441.

How You Will Benefit

- Stretch your selling day and spend more time with your customers
- Plan effectively and avoid losing sales to better organized competitors
- Sell more, earn more and accomplish more through sales territory management
- Set goals and priorities to maximize your selling effectiveness
- Increase selling time by minimizing distractions and procrastination
- Make more productive use of travel time
- Strike a balance between personal and professional goals
- Control your territory with strategies that help you value accounts, penetrate accounts and maximize coverage

What You Will Cover

- How goals, attitudes and organizational skills impact time and sales territory management
- Managing your time: setting and working with goals and quotas
- Managing your territory: assigning account priorities according to opportunity and probability
- Getting organized: planning your day to accomplish what's important
- Managing information: improving your electronic communication, organizing your paperwork, making your CRM (Customer Relationship Management) system work for you
- "Time burglars" and "territory bandits": the causes of time and sales territory management problems

Who Should Attend

Sales representatives, account executives, sales managers and all sales staff with customer or sales territory management responsibilities.

Ways to Register

- [Register Online](#)
- Call 1-877-566-9441 for an AMA Training Consultant
- Email customerservice@amanet.org
- Fax [AMA Text Registration Form](#)
- Mail [AMA Text Registration Form](#)