

Your employee is interested in learning new skills with AMA. Beyond helping you both achieve your goals, here's why that's an excellent idea.

## AMA Seminars offer your employee:

- **Extensive practice in a supportive environment.** You really can't learn new skills from an app. You need to experience it, practice it, and get personal attention to the details that make a difference. There is simply no substitute for learning by doing.
- **Feedback from experts.** Our instructors are not professors—they are practitioners in the field, focused on what works now in the real world. Participants agree instructors make a difference and have rated our faculty 4.83 out of 5 stars. What's more, your employee will be learning alongside peers from other organizations gaining insight and knowledge from other industries and expanding their professional network.
- **Tools and techniques designed to improve performance.** Our courses are instructionally designed to make a difference in performance, which is why 99% of participants report they are using what they learned back on the job after taking one of our courses.
- **An Experience.** Yes, we know two or three days seems like a lot. But dedicating that time to truly master new skills is worth the time and money. And we're not just saying that—our customers agree: 98% of participants would come back for another course.

Still feel like you can't spare your employee for a training session?  
Take a look at [our live online courses](#) which minimize time away from work.

Either way, remember that we don't lecture—we accelerate performance.

**Need help?** Contact 1-877-566-9441 or visit [www.amanet.org/5289](http://www.amanet.org/5289)

# Territory and Time Management for Salespeople

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

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!

### 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.

### Schedule

- [2] days - \$2,095 Non Members

- [2] days - \$1,895 AMA Members
- [2] days - \$1,795 GSA

## Credits

1.2 CEU

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