Retain Top Advisors
Add New Producers
Grow Your Business

Strategic Business Planning and Territory Management Training – 2 days

This hands on training program incorporates strategy, target marketing, and territory management. Using a unique online tool, each wholesaler simulates their sales strategy and generates an action plan to increase success in their territory.

What A Wholesaler Will Learn:

- How to Overcome the Annual "Chore" While Developing and Executable Business Plan
- How to Effectively Cover and Penetrate a Territory
- Best Ways to Cover Current Producers
- How to Plan Advisor Meetings and Target Revenue
- How to Carve Out Time to Prospect Effectively
- The Impact of Prospecting Activities on Sales Results
- How Close Ratios and Loss Ratios Impact A Business Plan

Wholesalers leave training with a completed, executable business plan that serves as a blueprint for success.

What Makes This Training Different:

- Uses Actual Sales Data and Territory Maps
- Online Simulation Tools Allow a Wholesaler to Test a Plan
- Rolls in Inputs for Time Management, Loss and Conversion Ratios, Prospecting and Marketing Activities, Territory Locations, and Expenses
- Rotation Planner Maps Out the Optimal Meeting Schedule
- Meeting and Revenue Planner Pulls It Together and Delivers a Simulated Result

Benefits For Sales Managers:

- Improve Wholesaler Productivity
- Generates Executable Business Plans That Become a Coaching and Development Tool
- Ties Day-To-Day Activities to A Long-Term Strategy
- Increases the Chances Managers and Wholesalers Will Reach Sales Goals

"This is the best territory management training I've ever participated in."
Nate Algiere
Divisional Sales Manager
Pioneer Investments

For more information, contact us at 1-800-597-8084

Advanced Sales Corporation

... ahead of the curve