

# **TWICE** the **APPOINTMENTS** in **HALF** the **TIME!!!**



2-minute overview

The Dynamic New Prospecting Training Program for **Radio Salespeople**

*Become Passionate and Bulletproof \* Learn Incredible New Sales Concepts \* Reach Out to Real Prospects to Set Meetings*

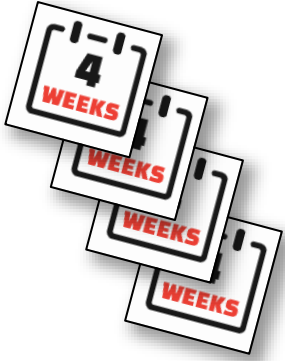
## This 30-Day Program is Designed to Dramatically Improve Your Prospecting Results

*Convenient, Affordable, Non-Intrusive...and a Great Support Group!*



# The 4 Week Program to Radically Improve Prospecting Results!

**TWICE** the **APPOINTMENTS**  
in **HALF** the **TIME!!!**



- ✓ Weekly 1-hour training and coaching webinars
- ✓ Learn new ideas, new concepts, and new techniques (100% focused on radio)
- ✓ Receive daily tasks and assignments (30 min per day)
- ✓ Reach out to **50-75 new prospects** each week
- ✓ Announce your goals and report your results
- ✓ Group accountability and group support
- ✓ Create dozens of real world opportunities



## The Weekly Coaching Webinar :

- ✓ **No more than 20 participants**
- ✓ **Discuss positives and negatives**
- ✓ **Receive feedback and support**
- ✓ **Role playing and brainstorming**
- ✓ **Fun contests & prizes**



## BONUS: 1-on-1 coaching

- ✓ **Every person gets one 1-on-1 coaching session during the 30 day course**



# The 4-Week Training and Coaching Focus Areas

## ✓ Week 1: **BECOME PASSIONATE & BULLETPROOF**

WIPE OUT FEARS & GROW YOUR INTENSITY AND CONVICTION LEVELS

## ✓ Week 2: **MASTER NEW APPROACH CONCEPTS AND SCRIPTING**

NEW IDEAS + NEW PHRASING + NEW ENERGY = GREAT RESULTS

## ✓ Week 3: **DEVELOP BLINDING PIVOT SPEED TO HANDLE OBJECTIONS**

INTENSE DRILLING ON THE MOST COMMON OBJECTIONS

## ✓ Week 4: **EARLY-STAGE CLOSING WITH URGENCY**

HOW TO CLOSE FOR MEETINGS AND CREATE REAL OPPORTUNITIES

Dozens of Worksheets, Templates & Scripts



Audio & Video  
Training Tools

## Bottom Line Results

- Create dozens of new business opportunities
- Learn unique approach concepts and ideas
- Master new mindsets and skillsets
- Rekindle your passion and conviction
- Deal with isolation and depression

Just  
**\$395**  
Per Person



# Learn More & Sign Up

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## We Will Have Several Programs in 2022

- Our first program is February 2022 – **SOLD OUT**
- Taking registrations for a March program now (future programs to be announced)

## For More Information About The Course Presenters, Materials, or Other Details:

**Contact Mark at BENMARadio for more details**

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