



CommissionCrowd

COURSE SYLLABUS

Follow this course syllabus to make sure you don't skip any sections and stay on track. Print it and keep it by your desk while you moving through the course

- ☐ Welcome
 - ☐ Download this task list
 - ☐ Schedule course in your calendar
 - ☐ Watch welcome video
 - ☐ Watch Course Tutorial
- ☐ Free Sales Playbook Template
 - ☐ Download the Sales Playbook Template
- ☐ The 13 Lies They Told You About Sales (Developing the right mindset for selling) (21:08 mins)
 - ☐ Watch video
 - ☐ Certificate of Completion Quiz: Optional
- ☐ The New Sales Funnel
 - ☐ Watch video
 - ☐ Download worksheet
- ☐ Character Study (8:21 mins) - Developing your Ideal Customer Profile
 - ☐ Watch Video
 - ☐ Download Worksheet
- ☐ Crafting Your Personal Commercial (11:20 mins) - The Perfect 60 Second Pitch
 - ☐ Watch Video
 - ☐ Download Worksheet
- ☐ 13 sMarketing Strategies to Overflow Your Pipeline with Prospects (1:06)
 - ☐ Watch Video
 - ☐ Download sMarketing Tracking Sheet
 - ☐ Download sMarketing Infographic
- ☐ 8 Steps to Setting Qualified Appointments (32:27 mins)
 - ☐ Watch the Videos
 - ☐ Download the Appointment Setting Flow Chart
 - ☐ Download & Complete the Worksheet
 - ☐ Certificate of Completion Quiz: Optional
- ☐ Building Strong Relationships (56:15 mins)
 - ☐ Watch the video
 - ☐ Certificate of Completion Quiz: Optional

- ☐ Qualifying and Asking the Right Questions (18:20 mins)
 - ☐ Watch videos
 - ☐ Download the Worksheet
 - ☐ Certificate of Completion Quiz: Optional
- ☐ Setting Expectations and Pre-Closing (29:05 mins)
 - ☐ Watch the video
 - ☐ Download the Worksheet to Script your Pre-Close
 - ☐ Certificate of Completion Quiz: Optional
- ☐ Presentation (36:48 mins)
 - ☐ Watch the Videos
 - ☐ Download the Worksheet to craft your Presentation/Pitch or Demo
 - ☐ Create the slides or brochures for your presentation
 - ☐ Practice, Practice, Practice
 - ☐ Certificate of Completion Quiz: Optional
- ☐ Overcoming Objections (24:42 mins)
 - ☐ Watch Videos
 - ☐ Download the Worksheet to identify and overcome the top three objections
 - ☐ Certificate of Completion Quiz: Optional
- ☐ Closing (13:31 mins)
 - ☐ Watch video
 - ☐ Download the Worksheet to craft your closing questions
- ☐ Solidifying the Sale (8:47)
 - ☐ Watch the Videos
 - ☐ Download & Complete the Worksheet
- ☐ Getting Referrals (29:27 mins)
 - ☐ Watch Video
 - ☐ Download the Worksheet to craft your referrals question
 - ☐ Certificate of Completion Quiz: Optional