



your journey.

MEMBERSHIP & TRAINING

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introduction.

We're Sales Made Easy and we are here to change the world's perception of Sales, to transform the Sales profession into a career your parents would be proud of and ensure that Sales will no longer be seen as a dirty word.

Maybe you're new to Sales or maybe you're more experienced but struggling to hit your targets consistently? Perhaps you're ambitious and looking for the right platform to learn from, or are you a business owner who doesn't have the time to train your Sales people?

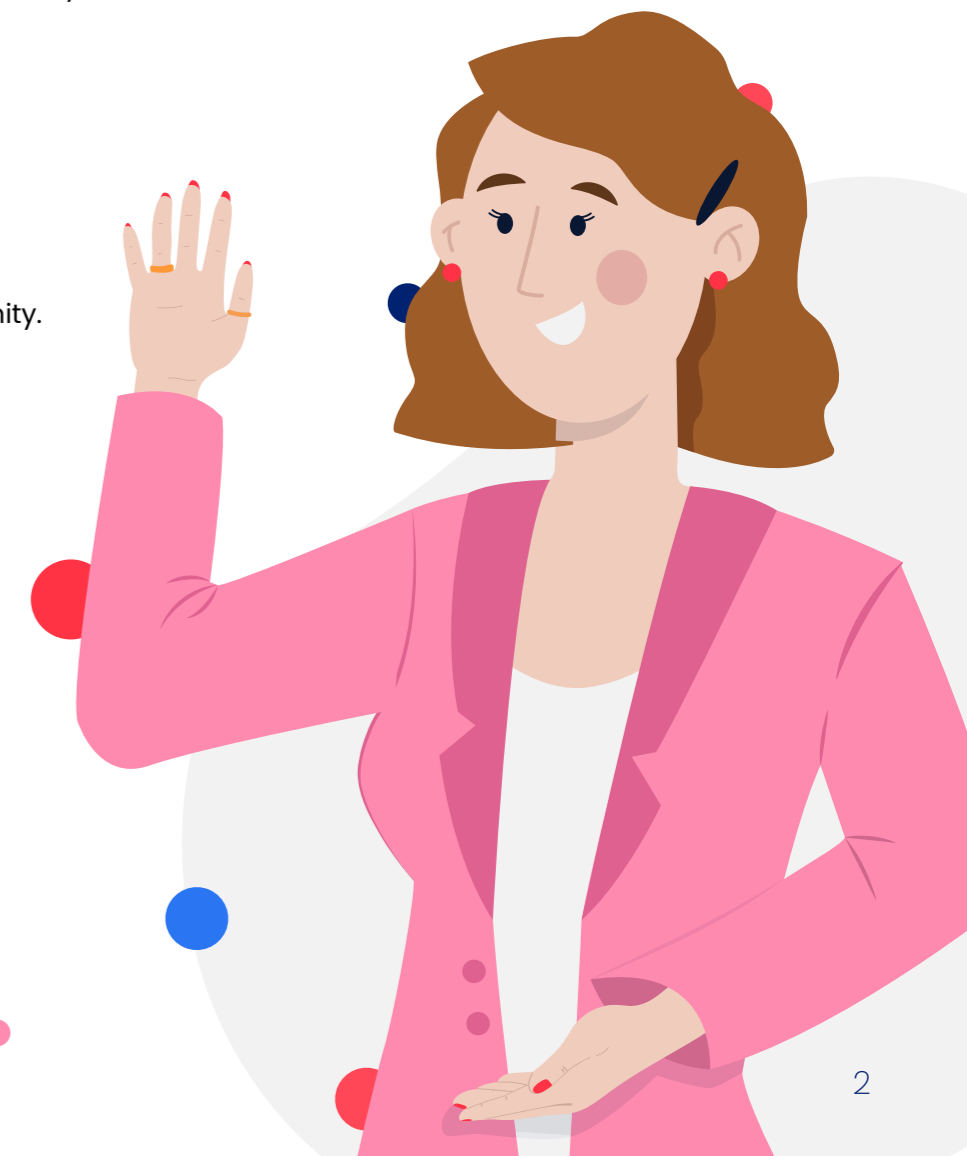
Sales Made Easy is a one-stop shop for all things Sales. A global community for Sales professionals to engage, learn and grow to become the best versions of themselves.

Everything is accessible, affordable, and easy.

All you have to do is:

- Review what we offer
- Choose your Membership Level
- Start your Sales Made Easy journey

Join other Sales professionals in our supportive and inspiring Sales community.



what we offer.

be part of a community.

Become a member of our forum and get energised and motivated by engaging with Salespeople from all over the world.

Enjoy content, talks and workshops from the best in the business.

learning experience.

...without the cost! Affordable and accessible courses designed to help you progress in your own time and wherever you are in the world. Reap the rewards for your achievements with an industry recognised accreditation.

assessment and coaching.

Valuable insights, advice and support from our coaches. You'll be secure in the knowledge that you are being guided by Sales leaders, every step of the way!

guidance and growth.

Build your reputation with ratings and feedback directly from the customers you work with.

accessible.

We've made it really easy to find your way around. Access everything you need within just three clicks.

membership.

You choose which monthly subscription level is right for you. There are no long-term contracts, and you can upgrade or downgrade at any time.

ENTRY FREE	ACADEMY £9.99	GROW £49.99	ACCELERATE £129.99	CLUB INVITATION ONLY LOCKED
FORUM	FORUM	FORUM	FORUM	
PODCASTS	PODCASTS	PODCASTS	PODCASTS	
WEBINARS	WEBINARS	WEBINARS	WEBINARS	
TIPS & GUIDES	TIPS & GUIDES	TIPS & GUIDES	TIPS & GUIDES	
SALES MARKETPLACE	SALES MARKETPLACE	SALES MARKETPLACE	SALES MARKETPLACE	
	SALES PROFILE	SALES PROFILE	SALES PROFILE	
	CUSTOMER RATINGS	CUSTOMER RATINGS	CUSTOMER RATINGS	
	REWARDS & RECOGNITION	REWARDS & RECOGNITION	REWARDS & RECOGNITION	
	EVENTS	EVENTS	EVENTS	
		WORKSHOPS	WORKSHOPS	
		SALES PROGRAMMES	FAST TRACK SALES PROGRAMME JOURNEY (1 YEAR)	
			MASTER CLASSES	
			COACHING	

your choice.

See [page 13](#) for a full description of our membership packages.



entry.

Take a look at what we do, enjoy our content and access training courses from our Sales Marketplace. A great place to start.

academy.

Get feedback from your customers and ask them to rate you. Add these ratings to your Sales Profile alongside any courses you've completed.

grow.

Join our Sales Programmes and start with the Sales Foundation Course. Gain your accreditation, join a workshop, and accumulate reward points. All of this will enhance your Sales Profile.

accelerate.

Fast track your progress through the Sales Programmes, access Master Classes and additional Coaching. A free workshop and Platinum event ticket upgrades are all part of this membership. Your Sales Profile will look amazing.

club.

This is by invitation only. The minimum requirements are that you've been accredited as a Master Level Salesperson, you are giving in nature, supportive of the community and inclusive in behaviour.

the sales programmes.

Work through the programmes at **your** pace with **grow**, or fastrack your learning journey in a year with **accelerate**.

ENTRY
FREE

ACADEMY
£9.99

GROW
£49.99

ACCELERATE
£129.99

CLUB
INVITATION ONLY
LOCKED

foundation.

You'll begin your learning journey here.

The advanced Sales skills are a key development here.

expert.

advanced.

The final preparations as you reach the highest level.

intermediate.

Grow your new found Sales skills.

You'll start to deep dive the Sales psychology now.

master.

the sales programmes: explained.



foundation.

Starting with the basics of Sales, you will learn our Sales process and the various stages that make it easy for customers to buy from you. Here you will take our DiSC profile questionnaire and learn how to connect better with your customers whose priorities and preferences may differ from yours.



intermediate.

Grow your Sales skills, understand the mechanics of selling, such as how to build a strong pipeline, increase conversion ratios and see how your behaviour impacts your performance. You will learn how to set goals, build resilience and plan effectively.



advanced.

Learn in-depth the psychology of buying and selling and start to manage your own self-development. We will teach you how to write effective proposals, speak publicly and manage your performance through accurate forecasting.



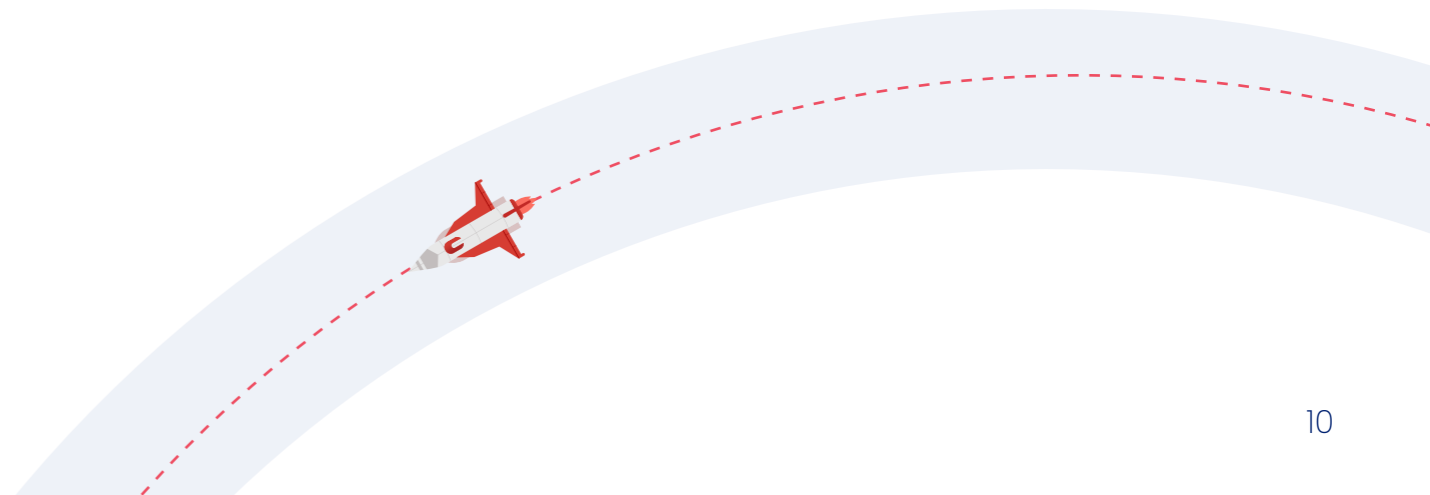
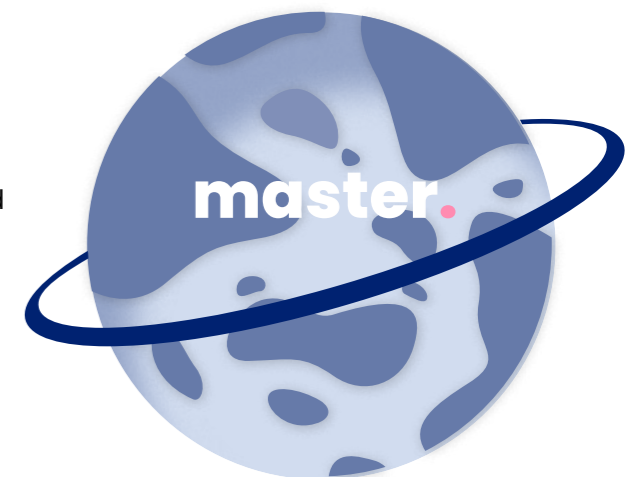
expert.

In this level you will learn to analyse and evaluate effectively and become competent at strategising within your field. You will also learn advanced skills such as political alignment and how to create an executive presence.



master.

In this final level, you will be challenged to use principles and methods to contribute to the creation of new Sales models and theories. You will also prepare your skills as a mentor to junior Salespeople.



faq's.



who is sales made easy?

Sales Made Easy is a Community created by Salespeople for Salespeople! We are on a mission to transform the perception of the Sales profession, making it a career any parent would be proud of.

what will sales made easy offer?

A range of services and structured Sales Programmes for Salespeople at any career stage; whether you are new to the industry, returning after a break, or simply wanting to refine your existing skills.

what is the sales community?

Built around YOU and YOUR learning experience, it's the collective term for everyone connected with Sales Made Easy - individual Members, our coaches or industry experts, and our partners.

why do i need to join sales made easy?

Subscribing to Sales Made Easy will provide you with a true competitive advantage in your industry, enabling you to be the most successful version of yourself.

what are the sales programmes?

We have created five programmes that take you from Foundation to Master Level, with support via interactive virtual group sessions, assessments, and accreditations at every stage. Our guides will coach you every step of the way - we instil a culture of **learn it, live it, do it!**

do i need to complete the sales programmes?

We highly recommend joining our **grow** or **accelerate** levels to access our Sales Programmes and reach Master level. Not sure yet? Start your journey at **entry** or **academy**, before moving up.

which membership level is right for me?

We have created different levels of Membership to suit individual needs. Please look at our side-by-side comparison [here](#), which provides our Services and features at a glance.

how do i join?

Please [click here](#) to join.

can i change membership levels once i have signed up?

Absolutely! No long-term contracts - upgrade, downgrade, or cancel at any time. Simple!

what is a sales profile?

We bring together in one place all the relevant information about you, your independent customer ratings, and your Sales credentials.

how do the ratings work?

Your customers can rate their Sales call or meeting experience with you, forming part of your Sales Profile.

i still have questions...

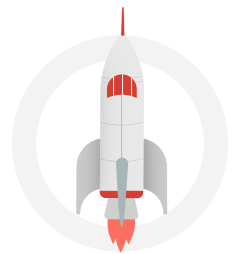
That's fine! Please drop us an email at info@salesmadeeasy.sale

membership: the detail.

By choosing the **grow** or **accelerate** membership levels, you'll have access to an unparalleled journey to build your Sales profile and become the Salesperson you've always wanted to be.

The level of your involvement in our Sales Community and the rate at which you progress is your choice. This section gives you more detail which may help you decide which level of Membership works for you.

Remember, there are no long-term contracts, and you can upgrade or downgrade at any time.



entry: free

Look at what we do, enjoy our content and access training courses from our Sales Marketplace. This is a great place to start as it's free to join, yet you can listen, watch, and learn.

What to expect.

- ✓ **Sales Forum:**
Read Only access to our interactive Sales Forum to see what others are saying, how our Members are helping each other and being part of a supportive community.
- ✓ **Podcasts:**
Regular podcasts with Kevin & Ronan talking all things Sales.
- ✓ **Webinars:**
Produced monthly, with guests using the theme set by our Sales Community. They ask, we answer.
- ✓ **Tips & guides:**
Regular emails and downloadable PDFs with hints, tips, and guides to improve Sales performance.
- ✓ **Sales Marketplace:**
Access to a Marketplace of Sales training courses that is categorised and rated so that you can find the right course for you in just three clicks.



academy: £9.99

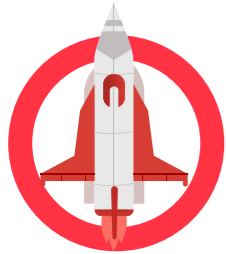
Start getting feedback from your customers and ask them to rate you. We'll add these ratings to your Sales Profile, alongside any courses you've completed, whilst earning reward points.

What to expect.

At this level you get all that you get at entry level, plus:

- ✓ **Sales Forum:**
Full access to our interactive Sales Forum where you can respond to others and be a part of a supportive community.
- ✓ **Sales Profile:**
Build with your basic personal details, customers ratings and courses completed. Use this to build credibility and promote yourself.
- ✓ **Customer Ratings:**
Ask your customers to rate, and feedback, on their Sales experience with you. This can be viewed on our Sales Platform and as part of your Sales Profile.
- ✓ **Events:**
You will be able to purchase standard tickets for our regular Sales Events.





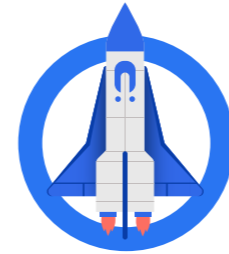
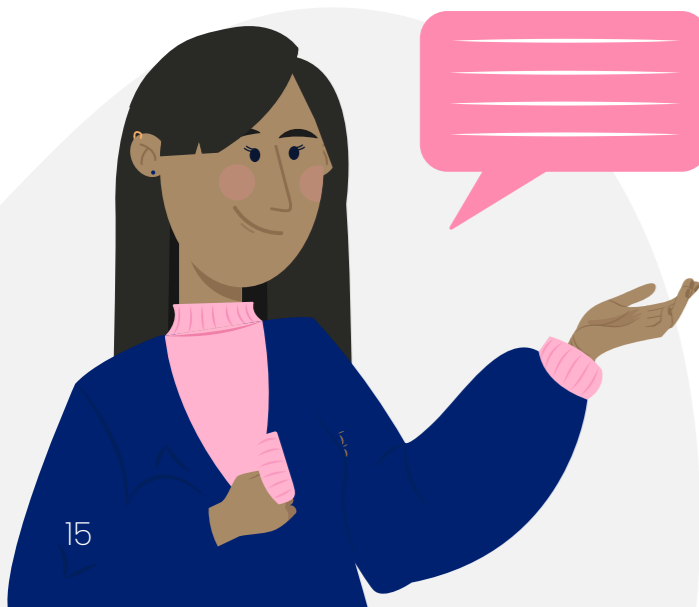
grow: £49.99

This is the first membership level at which you can join our Sales Programmes and start your Foundation learning journey. You can progress through all five Programme levels at a more relaxed pace as you are limited to two Programmes each year. Gain your accreditation, join a workshop, and accumulate reward points. All of this will really enhance your Sales Profile.

What to expect.

At this level you get all that you get at academy level, plus:

- ✓ **Sales Programmes:** Progress through two levels each year aided by our live coaching. Complete your assessments, earn your accreditations, and grow as a Salesperson.
- ✓ **Events:** You'll be given a FREE upgrade to a 'Gold Ticket' for each Event you attend.
- ✓ **Workshops:** Access to several half day & full day workshops with Sales leaders that are run with a maximum of ten participants in each workshop.



accelerate: £129.99

This level of Membership is ideal for ambitious Salespeople who really want to fast track their learning. It's also perfect for Business Owners who want their Salespeople to be part of a programme that provides the maximum level of support and delivers improvement fast

What to expect.

At this level you get all that you get at grow level, plus:

- ✓ **Sales Programmes:** Fast track your progress through the levels and complete all five programmes within 12 months.
- ✓ **Master Classes:** Exclusive access to master classes run by industry leaders.
- ✓ **Events:** You'll be given a FREE upgrade to a 'Platinum Ticket' for each Event you attend.
- ✓ **Coaching:** Exclusive access to our Programme Guides for additional Sales coaching.

After **12 months** at the accelerate level, you will have a Sales profile that will be the envy of your peers.



club: Invitation only

This is our exclusive, by 'invitation only' Membership level. Reserved for those who truly are at the top of their game, you'll have been accredited as a Master Level Salesperson; you are giving in nature, supportive of the community and inclusive in behaviour.

sales programme: **foundation level.**

The Foundation programme has been designed to teach you the fundamentals on which you can build a successful career in Sales.

The programme is made up of eight modules and is run over an eight-week period.

- ✓ 3-4 short videos to watch each week
- ✓ Interactive exercises
- ✓ Examples of 'what to do' and 'what not to do'
- ✓ Interviews with Sales leaders
- ✓ Virtual group coaching sessions
- ✓ Assessments



foundation.

You'll learn our Sales process and be able to remember, and follow, the various stages that make it easy for customers to buy from you.

- ✓ What are the Sales foundations?
- ✓ Psychometric profile
- ✓ The Buying Cycle
- ✓ The Seven Step Sales Process
- ✓ Sales Metrics
- ✓ Activity

At the end of the course, if you score over 80% on your assessments, you'll gain your first accreditation which will be added to your Sales profile.

You'll also receive all the following:

- ✓ Your Dashboard will show that you've achieved the Foundation status
- ✓ Your Sales Profile will include your Psychometric profile, your accreditation certificate, and your scores
- ✓ We'll publicise your achievement to our entire community
- ✓ You'll receive a Foundation Level Pen, Notebook and Certificate in a presentation box
- ✓ The Intermediate Level will be unlocked for you

info@salesmadeeasy.sale
salesmadeeasy.sale

