

Welcome to Today's Webinar

# Sales Training With Shad Tidler, Part Two:

## Best Practices to Close Deals Quicker and Become More Predictable With Your Sales

**Tuesday, March 12, 2024, 2 p.m. Eastern time**

Please note that the audio will be streamed through your computer—there is no dial-in number. Please make sure to have your computer speakers turned on or your headphones handy.



American Staffing Association



UI control panel for a video player. It features a dark grey background with a light blue header. On the left, there are three icons: a hand for 'Raise Hand', two speech bubbles for 'Q&A', and a 'CC' icon for 'Live Transcript'. A mouse cursor is hovering over the 'Live Transcript' button. A dark grey dropdown menu is open above the 'Live Transcript' button, containing three options: 'Show Subtitle' (highlighted in blue), 'View Full Transcript', and 'Subtitle Settings...'.

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Today's webinar qualifies for 1.0 CE hour

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**Activity ID: 24-XDRZZ**



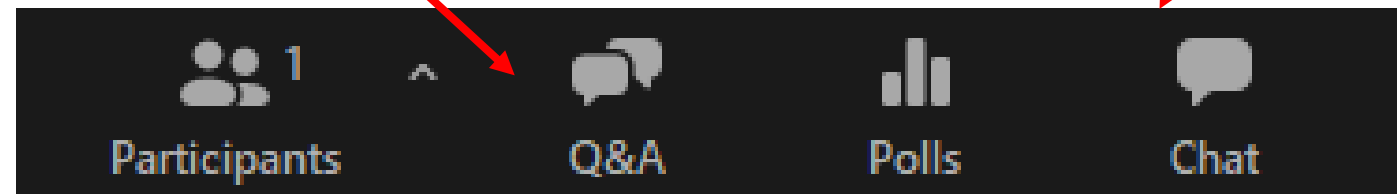
# Ask a Question, Engage With Other Attendees

## Q&A

Type your questions for the panel into the Q&A box

## Chat

Start a conversation—say hello. Engage with panelists and other attendees.



# Best Practices to Close Deals Quicker and Become More Predictable With Sales

Presented by: Shad Tidler



**EXPECTATIONS**

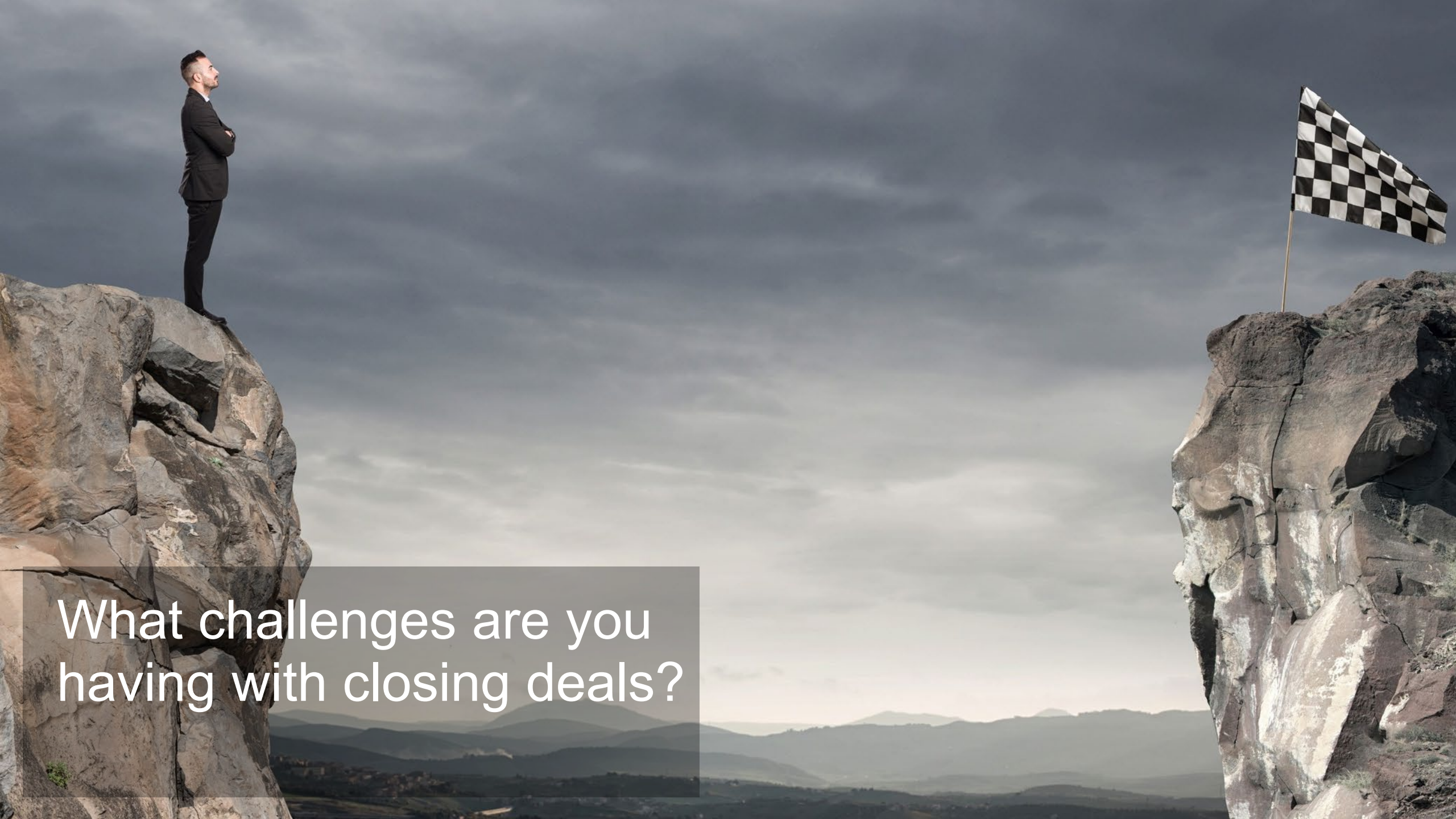
**EXPECTATIONS**

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What to Expect



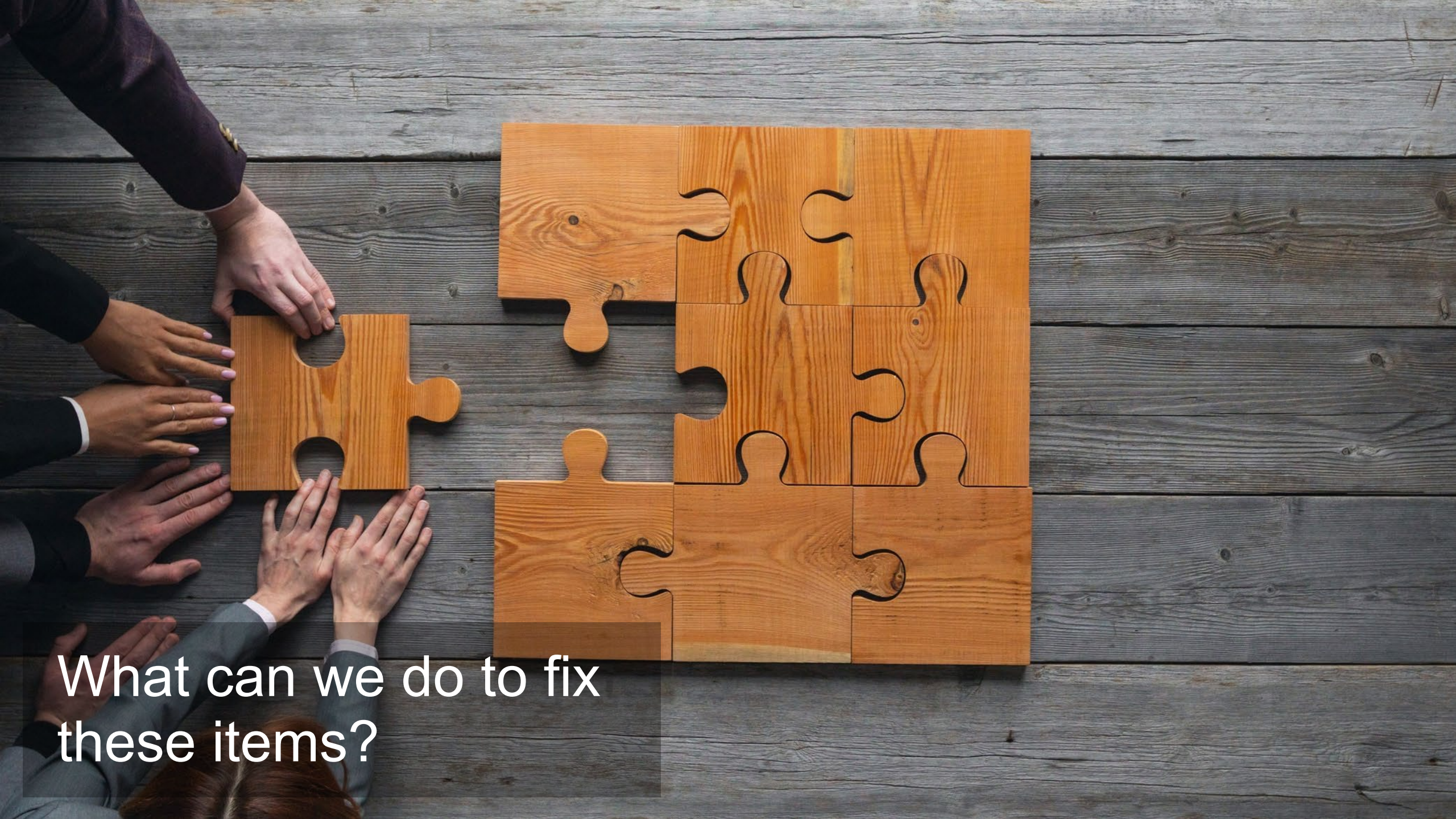
What challenges are you  
having with closing deals?

# Challenges



How are all of these things  
things affecting you and  
your business?

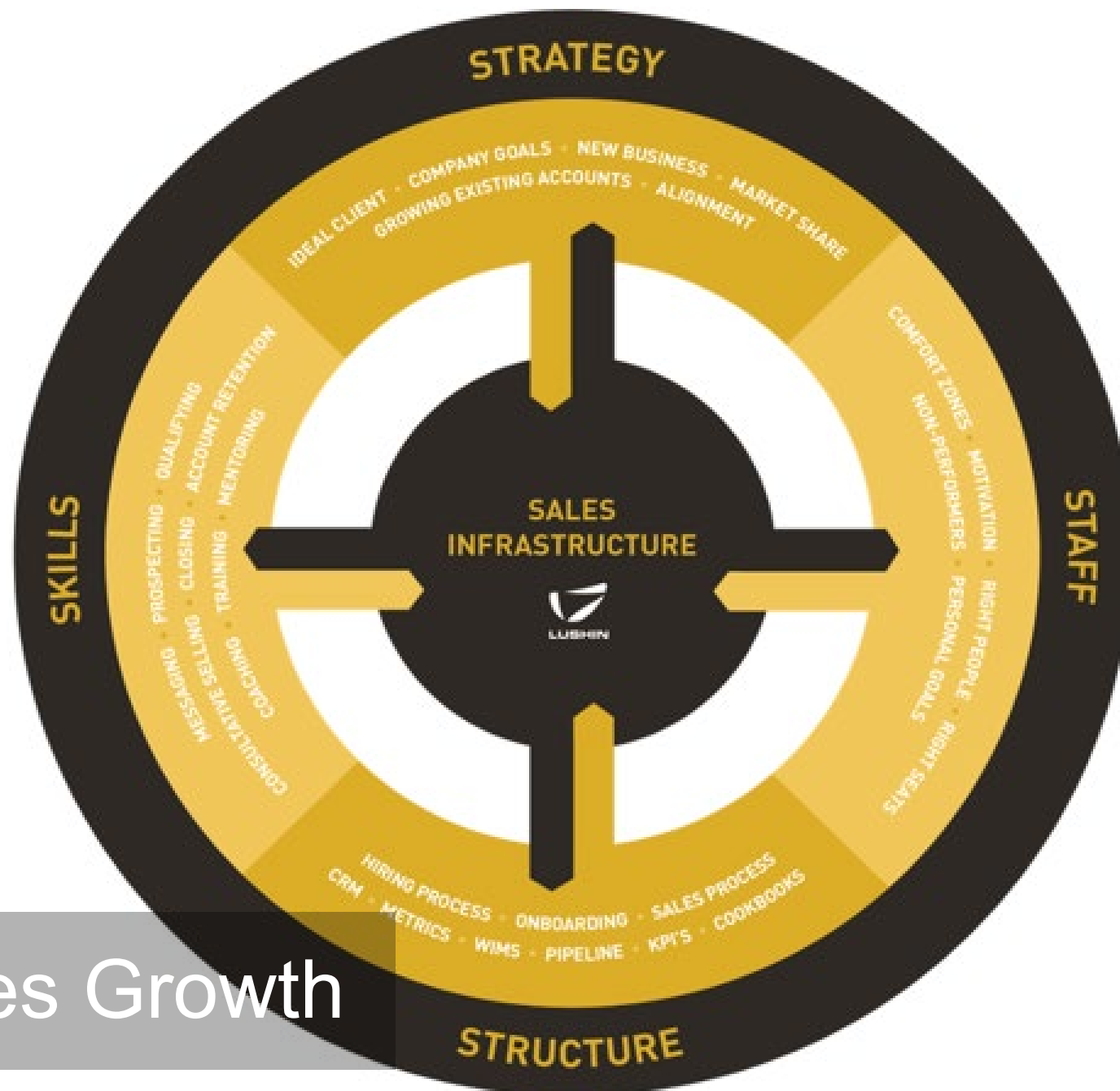




What can we do to fix these items?

## KEY RULE

Your business is performing in exactly the way you have it designed. If you want to change your business, work on the changing the design of it for different outcomes.



# 4S's of Sales Growth

# Sales Process Fixes

Right people in from the start?

What is compelling them to get help?

Are they truly committed to changing?

Have you talked and agreed on investment?

Are you aligned on how the decision is made?

Do you have a clear next step agreed to and scheduled?

Qualify them as hard as they are qualifying you!



What parts are missing in your organization?

# Lessons Learned and Actionable Takeaways





Questions?

# How to Reach Me:

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Email: [Shad@Lushin.com](mailto:Shad@Lushin.com)

Connect with me on LinkedIn!

Put your name  
and email in the  
chat OR Contact  
me at the  
information to the  
left.

# Lushin Whitepaper on Sales Process to Download in Chat:

<https://www.lushin.com/white-papers/top-5-ways-your-salespeople-are-wasting-their-time>

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to a brief survey**