

The Miller Heiman Prospecting Guide

Best Practices for Maximizing New Business Development

How often do you spend time prospecting for new business opportunities?

Consistent prospecting is vital to a sales professional's success and the success of the whole sales organization. If you're not paying proper attention to the sales that need to be closed, the sales that need further development, and the new opportunities available to be plucked from the universe, your funnel's health will decline and you'll never make your quota.

The most successful sales professionals are those who are really efficient at prospecting. All activities within the sales process are important, but to reduce how low you go into the valleys of your sales cycle, prospecting must be a top priority - right behind closing business. You can't leave it on the back burner.

Good prospecting techniques can impact your number of qualified leads and directly translate into increased revenue and a higher commission check. Because it's such a crucial part of the sales process, how do you make sure you are identifying those prospects that will produce a win for both your organizations?

We've compiled resources that address this challenge to help you master the techniques that will maximize your prospecting efforts. This guide presents a number of articles that will help you improve your prospecting skills and achieve top-performer status.

Time is valuable - your clients' and your own. You don't want to waste it chasing opportunities that have no real chance of closing. Read on to learn how you can identify ideal prospects, manage your time more efficiently, and expand your prospecting universe.

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Bob Burg



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