

Meeting to Win

**Sales Team Meeting Library
Of
Sales Team Meeting Topics**

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By Jill Myrick
Meeting To Win, LLC

meeting
to win

collaborate. motivate. accelerate.



Thank you for downloading the **Meeting to Win Sales Team Meeting Catalog**. This was updated in October 2011 and is a list of sales team meeting topics available for immediate download on the [Meeting to Win Store](#).

We currently offer over 100 sales team meeting topics across 22 different selling categories. Each topic can take 20-50 minutes to execute depending on how you want to use it.

Enjoy interactive, interesting and inspiring sales team meetings with Meeting to Win Sales Team Meeting Topics.

Happy Selling,
Jill Myrick
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Efficiency/Productivity	Execution	Grow Existing
Seize the Day Every Day	Execution System: The Art of Getting Something Done	10 Things Your Customers Don't Know
Stay on the Offense Or You'll End Up On Defense	Share the Work With Customers	Product/Service Strategy Session
There's an App for That	Agree on Next Steps, Take Them Faster	What Scares Your Customers?
Productivity Killers	S.W.A.T. Team Approach to Complex Deals	
Sync Buying and Selling Processes for More Efficient Sales Cycles		
Keep Existing	Effective Communication	Professional Development
Be Innovative to Create More Value	Choose Your Words on Purpose	Current and Future Strengths
Customer Loyalty - Rank and Raise	Develop a Thank You Strategy	Habits of Wildly Successful Salespeople
Giving Existing Customers the New Customer Treatment	Is Jargon Getting In The Way Of Effective Communication?	If I Were My Customer...
Keeping Your Clients After The Sale	Masters of Communication	Learn from the Best
How To Keep Your Customers	Selling With Stories	Lessons from Failing
Your Customers' Customers	Top Questions for Top Solutions	Start, Stop, Continue
Your Customers' Ideal Vendor Profile	Product Demos: Dos & Don'ts	What Sets a Salesperson Apart?
The User Experience		Win/Loss Analyses
Demonstrate Their Importance		Winner's Circle
Expose and Propose		You're The Expert
Know the Risks; Make the Choise		Visualize Success in the New Year
		Lessons Learned: Collective Wisdom

Winning New Business	Business Acumen	Price Negotiations
Create a Better Buying Experience	Current Events and Why They Matter	Effectively Handling Price Inquiries
The Art of the Deal	Economic Stimulus for Your Customers	Measures of Value
Tie Your Solutions to Their Goals	Economic Updates & Application	Quick List - Value vs. Discount
It's Not About You	SWOT for Success	5 Ways to Avoid Discounting
Closing	Problem Solving	Competition
Spend Time With Decision Makers	The Fish Bowl	What Sets Your Teammates Apart from the Competition?
Moving on Up	The Situation Room	Sell The Competition
	The War Room	
Prospecting	TeamWork	Customer Meetings
Anatomy of a Deal	Group Bio	Making the Most of First Meetings
Build a Better Value Proposition	Leveraging Ideas	Maximize Customer Meetings, Part 1
Getting First Appointments	Mobilize Internal Teams for the Benefit of the Customer	Maximize Customer Meetings, Part 2
Ideal Customer Profile	Sales Team Meeting Success	Maximize Customer Meetings, Part 3
Is Your Offering Provocative?	What I Like About You	Pre-Call Planning
Keeping Top Prospects Alive	Winning is a Team Sport	Questioning Skills
Knowing Your Differentiators	Work As A Team to Win As A Team	
Portrait of a Perfect Customer	10 Steps to Harmonious Relationships	
Prospecting Focus		
Turn Gatekeepers Into Escorts		
Objection Handling	Sales Tools	Pipeline
Anticipate and Plan for Common Objections	Social Media: Sales Tool or Waste of Time?	Pipeline Balance
	Maximize Your Sales & Marketing Resources	Pipeline Health Check
		Pipeline Scrub

Professional Image	Sales Activity	Misc
Professional Image: Actions to Perceptions	Create Your Holiday Season Selling Plan	Election Season Sales Lessons
Professional Image: Virtual Images - Worlds Collide	Fiercely Protect Your Selling Time	End of Year Sales Lessons
Professional Image: Communication	Focusing on the Right Activities	Exit Strategy
Professional Appearance	Getting a Head Start on the Fall Selling Season	Know When to Walk Away
	We Interrupt This Summer To Bring You...Solutions	Make it Easy to Choose You and Your Company
	Your Sales Playbook	Playing to Win, NOT to Not Lose
	What's Your Silver Bullet?	Selling Through Setbacks
	S.W.A.T. Your Strategic Deals	
Account Strategy		
S.W.A.T. Your Strategic Deals		
Know the Risks - Make the Choice		

Jill Myrick

Jill Myrick is the Founder and Owner of Meeting to Win, LLC. Meeting to Win provides weekly sales team meeting topics and agendas for sales managers who want to equip their teams to compete and win every week.

Jill has attended hundreds of sales team meetings, interviewed successful sales managers on the topic and led over 1,600 sales team meetings (that's the equivalent of 28



years of weekly sales team meetings!) in industries such as printing & shipping, staffing, commercial real estate and, sales and leadership training. After this experience, Jill has developed The Formula for Consistently Great Sales Team Meetings that contribute to the success of the salesperson, the team, the company, and most importantly, the customer.

To learn more about Meeting to Win, visit

<http://www.meetingtowin.com/>.

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