

eValueSelling Fundamentals®

Need a quick introduction to the ValueSelling Framework®?

Now, you can be introduced to the essential components of the ValueSelling Framework® in less than three hours, anytime and anywhere.

Whether you're preparing for an upcoming workshop or want to independently learn, eValueSelling Fundamentals will meet your needs.

Completely up to date with the latest adult instructional design principles, you will learn concepts in the context of real-world examples.



Learn the Framework on your own schedule, where you are.

What's in it for you?

- Acquaint yourself with ValueSelling Framework® vocabulary, terms, processes and concepts in less than 3 hours
- Practice using the ValuePrompter® by creating one for your next sales call
- Get in-depth lessons on how to use the Qualified Prospect Formula®, the ValuePrompter® and the Mutual Plan tools
- Practice using the O-P-C Questioning Process in several interactive scenarios



Both TrainingIndustry.com and Selling Power have named ValueSelling Associates to their annual Top 20 Sales Training Companies list.



Course highlights

From using the Qualified Prospect Formula™ to determine the health of an opportunity, to using the ValuePrompter® to prepare for your next call, this online course will help you get ready to accelerate your sales to the next level.

Modules:

Engage:

- Power
- O-P-C Questioning Process

Qualify:


- Differentiated VisionMatch™
- Business and Personal Value
- Qualified Prospect Formula®

Advance:

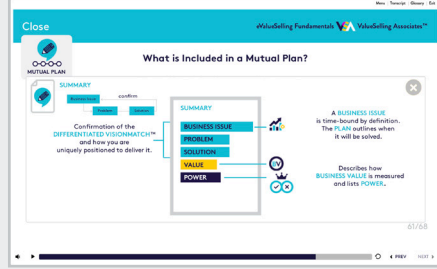
- The ValuePrompter®
- Opportunity Assessment Tool
- Anxiety Questions

Close:

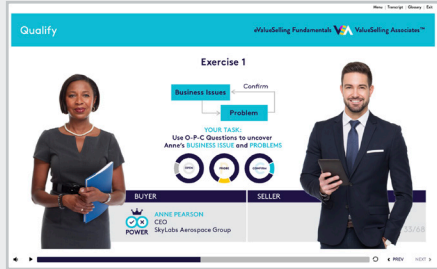
- Mutual Plan
- Reverse Timeline



Engaging interactive exercises appeal to adult learners




Simulations and games based on real world examples



Comprehensive knowledge challenge

ValueSelling Framework™



eLEARNING WORKSHOPS REINFORCEMENT PROCESS TOOLS

- Learn at your own pace. Revisit and refresh anytime
- Available in 9 languages: Chinese, Korean, Japanese, English, Spanish EU, Spanish LATAM, German, French, Italian

About ValueSelling Associates

ValueSelling Associates, a leading global sales training company, offers a practical methodology for selling on value, not price. The ValueSelling Framework® and Vortex Prospecting™ programs provide a repeatable process that increases connections and conversions to boost the revenue pipeline. Once trained on the ValueSelling method, organizations realize immediate revenue growth and increased productivity. Since 1991, thousands of professionals around the world have chosen ValueSelling Associates for customized training, reinforcement, and consulting to keep it simple and drive sales results. For more information, visit www.valueselling.com and follow us on Twitter at [@ValueSelling](https://twitter.com/ValueSelling).



Keep it simple. Drive results.

ValueSelling Associates, Inc. 2725
Jefferson Street, Suite 7
Carlsbad, CA 92008
Toll-free: +1 800 559 6419
Office: +1 858 759 3565



valueselling.com