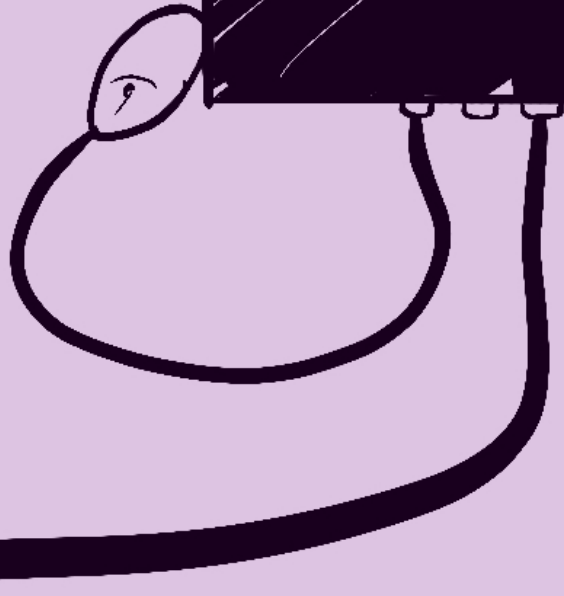
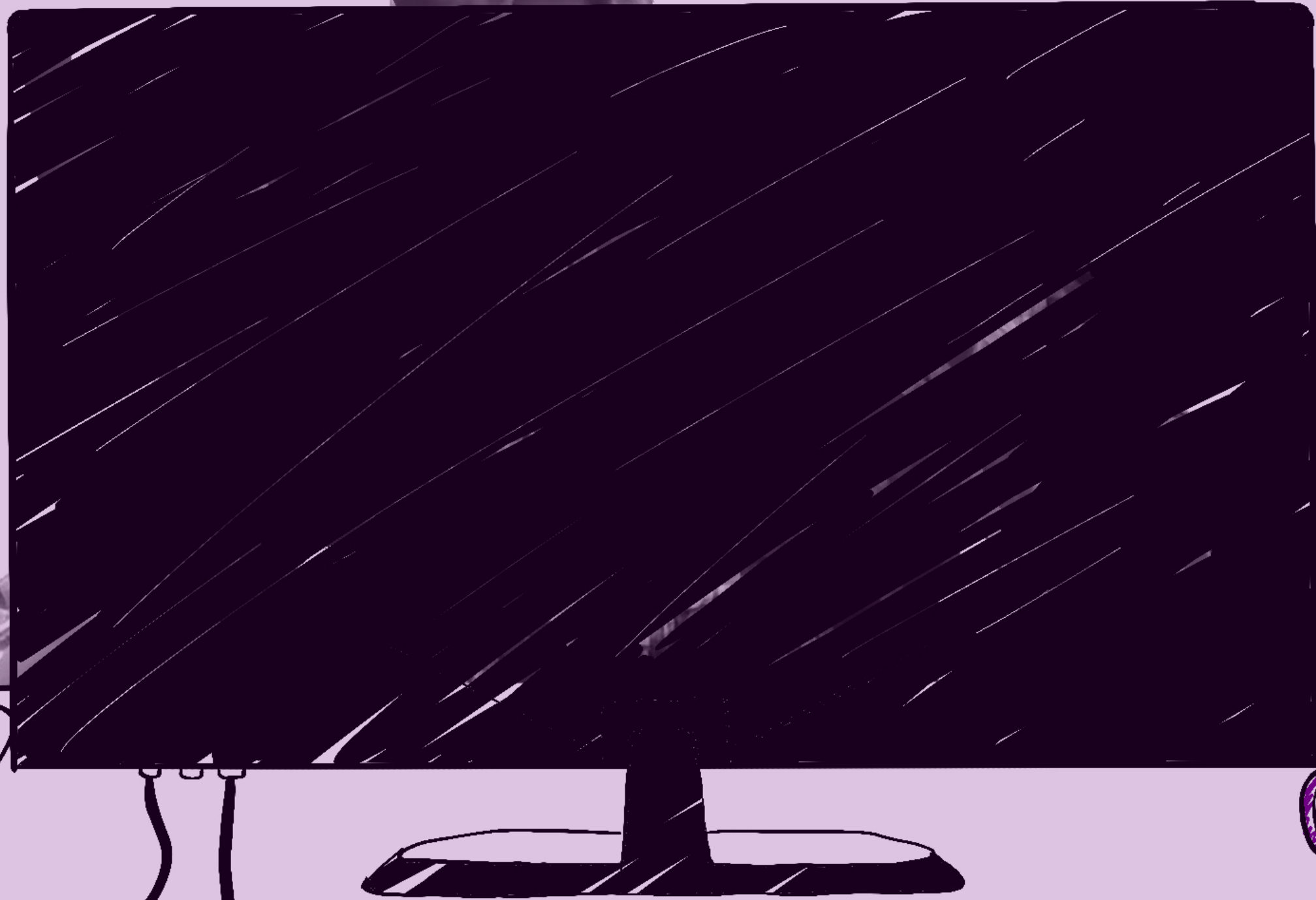


THE
SOCIAL
SELLING

“THUNK”

#5

SO YOU'VE HAD A
BIG QUOTA INCREASE
FOR NEXT YEAR...
HOW ARE YOU GOING TO
DELIVER YOURS?



Crux

DLA ignite

MORE CALLS &
MORE EMAILS I GUESS.
I MENTIONED SOCIAL MEDIA
TO MY MANAGER
BUT THEY DONT
LIKE THE IDEA...



Sales rep.

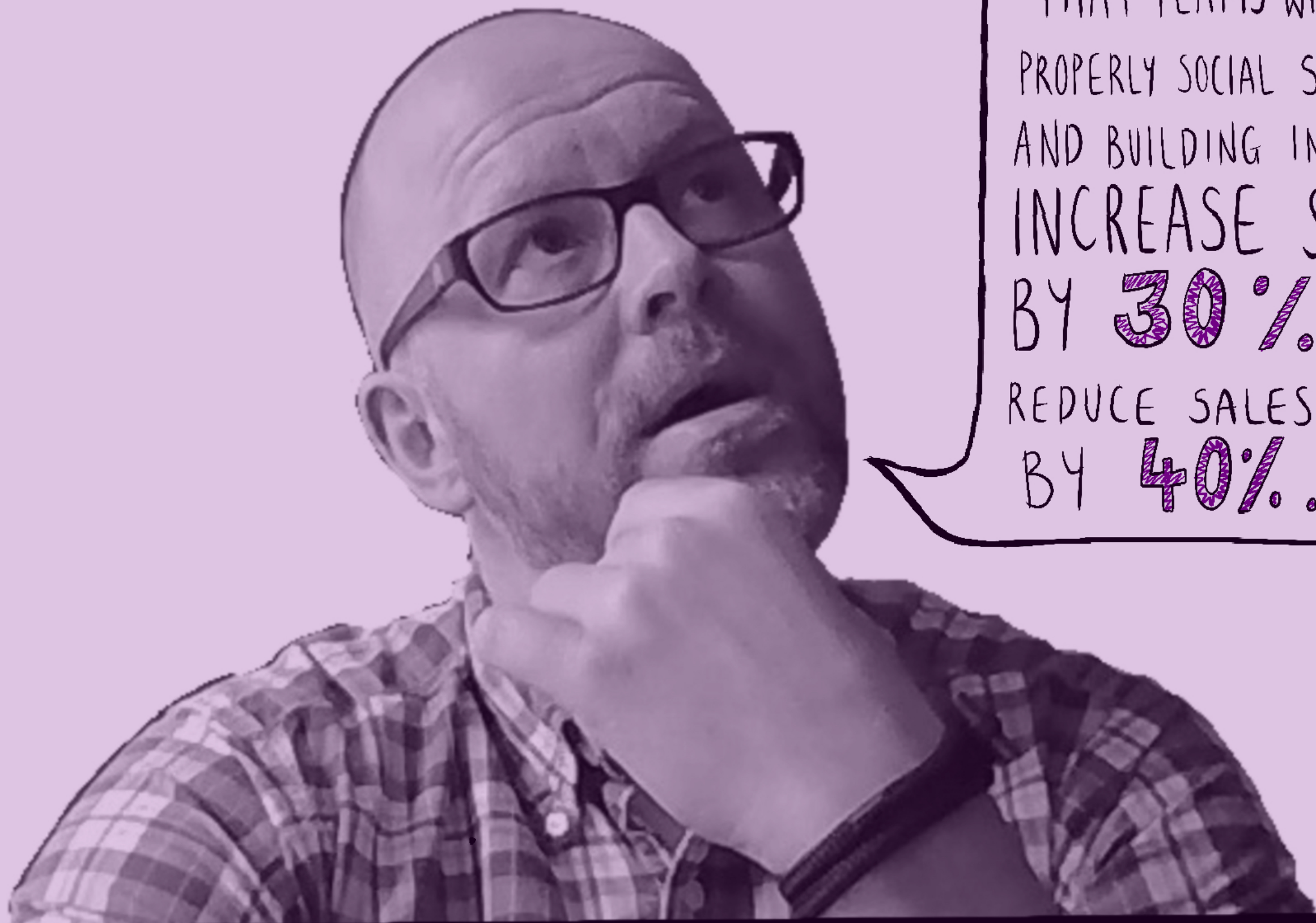


Eric Doyle

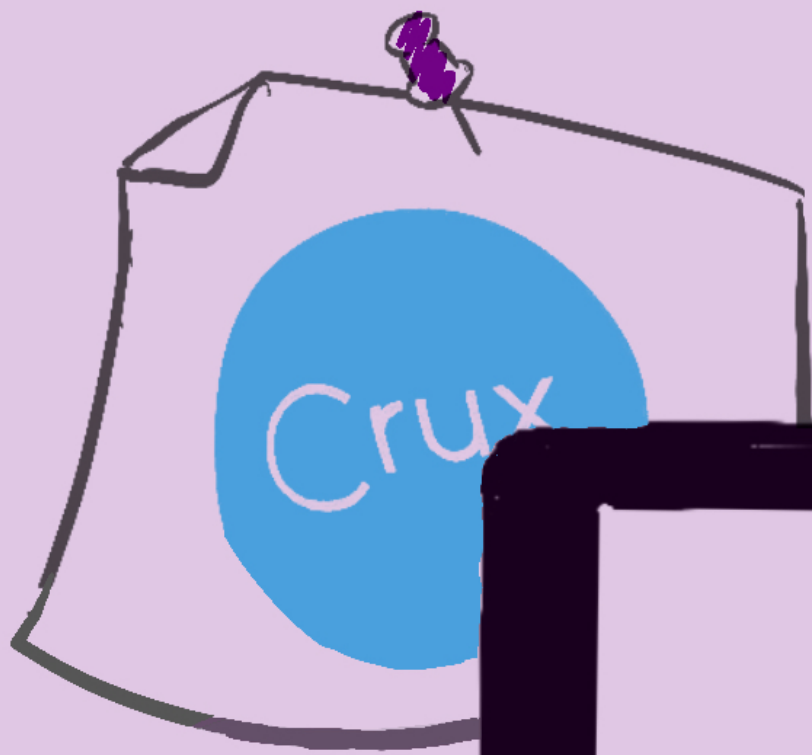
2/8

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DO THEY KNOW
THAT TEAMS WHO ARE
PROPERLY SOCIAL SELLING
AND BUILDING INFLUENCE
INCREASE SALES
BY 30% AND
REDUCE SALES CYCLES
BY 40%...?



EH ...
I'M NOT SURE THEY DO



Sales rep.

Eric Doyle

11/13

9/13



THUNK!

