



Ultimate Sales Academy

Certificate: NIACC

Continuing Education

Non-credit

6 days 48 hours of classtime

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www.ultimatesalesacademy.com

Program Description

The Ultimate Sales Academy™ was created to teach selling as a profession. The focus is on developing the skills and disciplines necessary to be a top sales producer by focusing the program on the needs of each participant. Since over 80% of the program is participant action based, the participant plays an ongoing, active role in his/her own development.

The emphasis of The Ultimate Sales Academy is on business-to-business selling. The course is organized around a series of short lectures followed by participant development, trial and practice of specific skill sets. Video recording of the participant applying the information contained in the lectures is used to develop each participant's management of their own unique selling situation.

Admission Requirements

Motivation and desire to be a top sales performer

Curriculum

The course is presented in six days. The class meets for eight hours each day.

The curriculum is delivered in a sequential manner and includes the following topics:

- Introduction to Sales
- Prospecting
- Seven Touch Contact Management System
- Structure Of A Sales Call
- Developing A Customized Sales Plan
- Open Plan Selling
- 5 Week Sales Plan
- Follow-Up Audits

Program Fees

Tuition & Fees	\$2,650
Books	included
Other fees	none
Total	\$2,650

Career Potential

Sales, Account Executives, Inside Sales, Sales Managers.

Job growth of sales representatives, is expected to be average, but keen competition is expected for these highly paid sales jobs. Employment of sales representatives, wholesale and manufacturing, is expected to grow by 9 percent between 2006 and 2016, which is about as fast as the average for all occupations. Earnings of sales representatives can be high. The pay range varies based on skill , so keen competition is likely for jobs. Prospects will be best for those with a solid background in the process of selling and the personal traits necessary for successful selling. Data from: www.bls.gov