

Track Selling System™ Workshop
September 1-3, 2020

Position	Most Important Idea	How will this help you?	Rating	Please explain
Salesperson	Be better at listening	Helps me control the conversation and really understand what my customer needs	EX	I think the presentation was set up in the best possible way. Breaking off into groups was extremely helpful to keep the presentations entertaining. Overall great job!
Salesperson	Perfect Practice Makes Perfect	Keep practicing, keep learning, Makes you a better communicator	VG	There is always room for improvement so nothing can be excellent.
Salesperson	Be a better listener	It will help me in life to be a better husband, son, and sibling	EX	I have been in sales for 5 years and I've seen so much in this workshop that I've never seen. This would have helped me in the past, and it will help me in the future. Thank You!
Salesperson	When selling becomes a process it ceases to be a problem	By following the 7 steps, it helps build structure to the sales process and allows you to gain a better understanding of how you are going to serve the customer.	EX	I chose excellent because this workshop gave me a whole new look as to how a professional salesman goes through the process of making a sale. Being new to the salesman role, this workshop provided the best guidance and techniques for becoming successful.
Salesperson	I am in the PEOPLE business. Be different & be myself but listen and ask questions more than I talk.	This idea will remind me that I'm not working for my company to just sell gas. I work for My company and got into sales because I love people and building relationships. I am also reminded that in relationships, listening is key. That is how you truly identify someone's needs and desires. If I can ask open-ended questions and problem solve to find customers the best solutions, I stand out from the typical salespeople that want to sell anything and everything to anyone.	EX	I personally liked the engagement through the three days of training. I have sat through many trainings and many presentations that are simply instructors talking through a PowerPoint. Jason and Ron did a wonderful job on asking interactive questions to the group and including everyone. I loved the breakout groups and the role playing.
Salesperson	Listen	It will help me better understand what the customer, coworker, friend, needs or wants.	EX!!!!!!!	I was able to find a great number of tips that I can use in the field to fine tune my sales process.
Salesperson	Shut up and listen.	It will allow me to more fully understand how my customers/prospects/people are feeling and allow me to be more efficient by allowing me to tailor my actions more specifically to their situation.	EX	I thought it was a good overview of the sales process in a simple, digestible format. It also was nice to be made more self-aware of some of both the good and bad habits I currently have. I also thought it had the right balance of presentation and interaction without being bad about putting people on the spot.

Name	Most Important Idea	How will this help you?	Rating	Please explain
Salesperson	Ask Great Questions	Will give me more and better information. A better understanding of others needs or emotions	EX !!!!!	Thanks Jason, I thoroughly enjoyed the training. And look forward to implementing these steps into my daily work and life practices. I believe that this will make me a better salesman and better person. Thanks again for your help.
Salesperson	Never be too good to prepare	This will remind me that Perfect prep is the only way to win.	VG	I felt like some or most of the process only applied to new clients
Sales Manager	Continue reselling the company	Never get complacent especially when things are going well	VG	
Salesperson	The Five Buying Decisions	It will help me with my whole approach to selling and to close the deal.	EX	The instructors made it fun. A lot of info but good info. Very knowledgeable on this subject. And it helped me get out of my comfort zone. It was just a fun class. Good people... Thank you!