



Sales Systems in the Age of AI

Building a playbook to grow revenue & profit

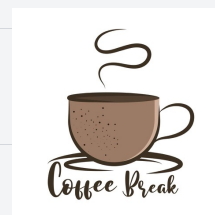
Presented By: Michael Zampiglia



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Program Outline

- 1 The 10 Sales Systems
- 2 5 Practical AI Workflows



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10 Sales Systems

To Build a Championship Team that Drives Performance,
Profit, & Discipline.

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10 Sales Systems to Grow Your Business	Scale 1-10
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____
Your Score:	
Today's Date:	_____
Your Goal:	_____



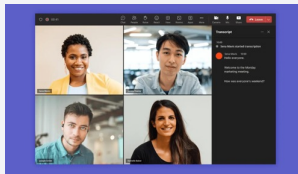
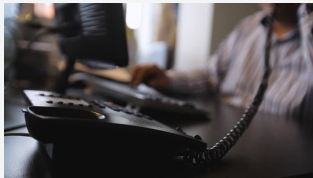
**REVENUE
CLARITY**
GROUP

DRIVING PERFORMANCE, PROFIT, & DISCIPLINE

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System #1

Go Live.



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The Average Salesperson Gets...

45 minutes / day

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Goal?

4 hours / day

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System #2

Special Teams.



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“

Everybody is in Sales.

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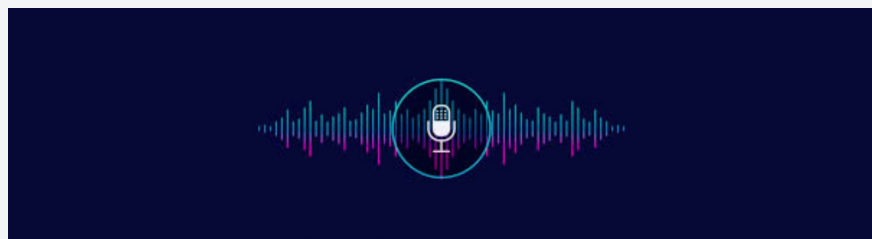
**Do your special teams
people have a
playbook?**

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System #3

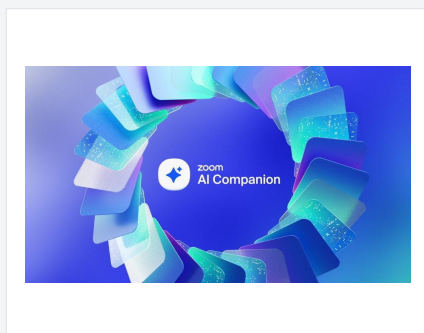
Call Recording System



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Use AI To Transcribe Calls



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System #4

Weekly Sales Practice



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Bring One Recorded Call

Good Example

One Common
Challenge

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TEN SALES SYSTEMS

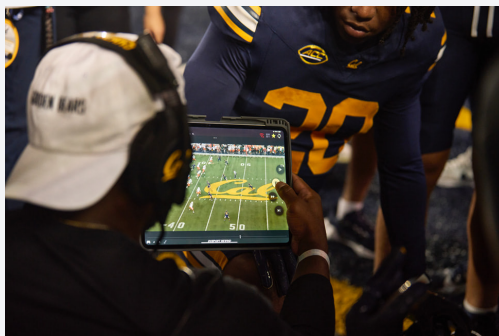


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System #5

Scrimmage & Dress Rehearsal.



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Practice With Voice AI



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TEN SALES SYSTEMS

Deliberate skill practice.

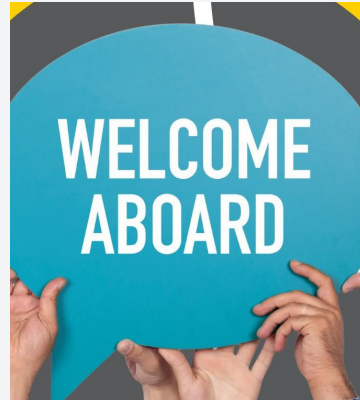
Can we do this more often?

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System #6**World-Class Onboarding**

- 1** Clear Expectations & KPIs
- 2** Video Academy
- 3** Frequent Touch Points



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System #7**Field Rides**

- | | |
|-------------------------------|-------------------------------------|
| 1
Power Ride | 2
Observation Ride |
|-------------------------------|-------------------------------------|

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Feedback Formula

3 Things They Did Well

2 Areas To Work On



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System #8

Mystery Shop

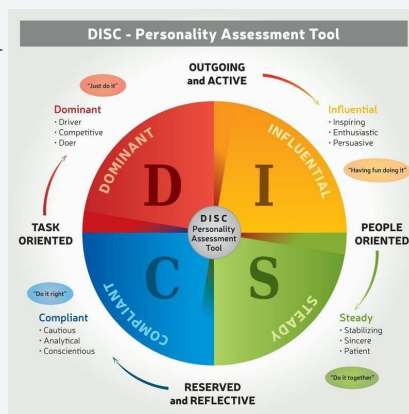
Inspect what you expect



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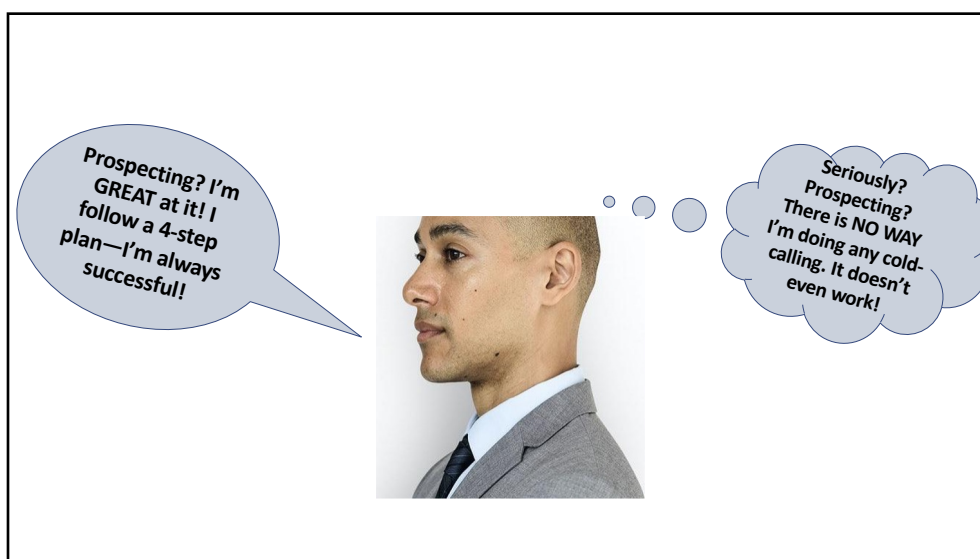
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System #9 Individual & Team Assessment Tools.



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Four Assessment Sciences.

DISC

Motivators

Who should you assess?

25 Skills

Emotional Intelligence (EQ)

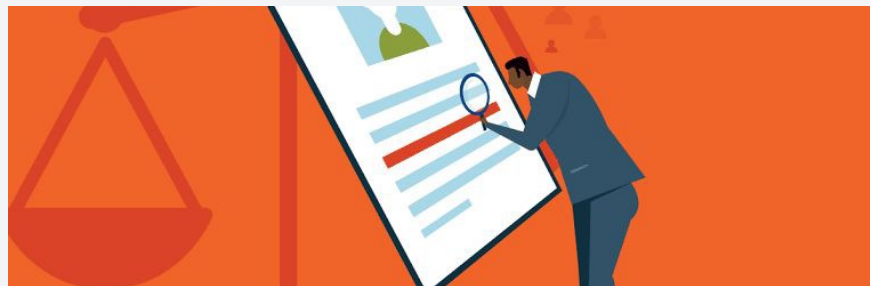
Existing staff

All potential new hires

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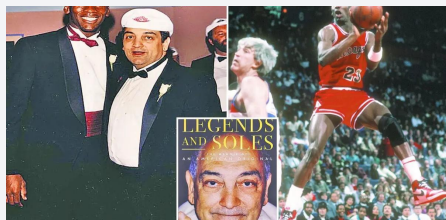
Background Checks



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System #10 Hiring & Recruiting Systems



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Key Takeaways?



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10 Sales Systems to Grow Your Business

	Scale 1-10
1. <u>Go Live</u>	<u>3</u>
2. <u>Special Teams</u>	<u>2</u>
3. <u>Call Recording System</u>	<u>10</u>
4. <u>Weekly Sales Practice</u>	<u>1</u>
5. <u>Scrimmage (Roleplay)</u>	<u>5</u>
6. <u>World Class Onboarding</u>	<u>8</u>
7. <u>Field Rides</u>	<u>2</u>
8. <u>Mystery Shop</u>	<u>4</u>
9. <u>Team Assessment Tools</u>	<u>3</u>
10. <u>Hiring & Recruiting System</u>	<u>8</u>
Your Score:	<u>46</u>
Today's Date:	<u> </u>
Your Goal:	<u>75</u>

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DO YOU HAVE A QUESTION?

Roadmap For Your Playbook

- 01 Two strategy calls with Michael
- 02 We audit one of your recorded sales calls
- 03 Your playbook outline & roadmap
- 04 Video recap of today's program
- 05 Today's slide deck

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SCAN QR CODE

Scan to access free resources or chat with Michael.

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Five Practical AI Workflows

Get 5 Hours Back On Your Calendar

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Where are you on the AI Security Spectrum?

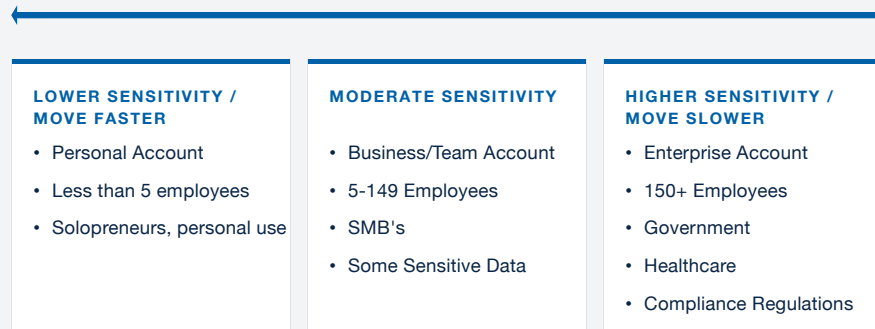
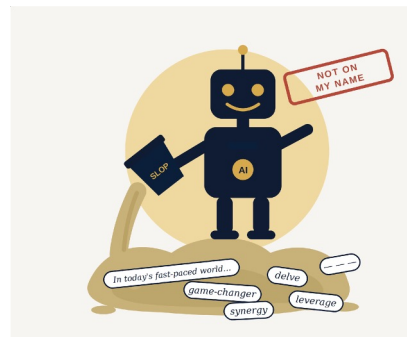
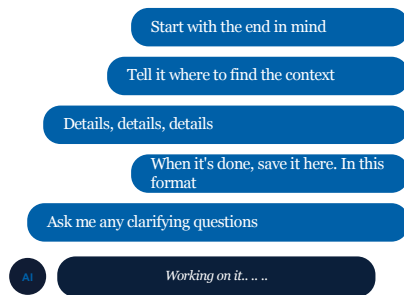


Figure out where you are on this scale and act accordingly.

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How to Talk to AI



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Why Should You Use AI For Work?

Where does your time go every week?

Meetings	Email	Teams / Slack	Taking Notes
Retrieving notes	Searching for files	PowerPoints	Excel Files
Word Docs	Researching	People	Travel

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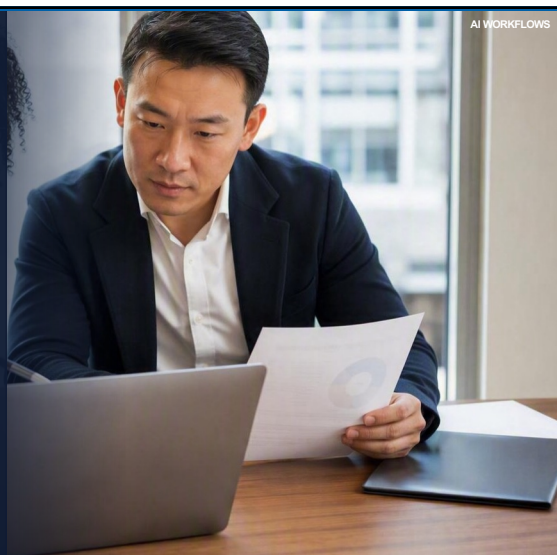
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1 Streamline Knowledge Work

PowerPoint
Excel
Word

Never building a PowerPoint from scratch again!

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2

Read Faster, Research Smarter

- Long Emails & Wordy Docs
- Long text threads
- Schematics & Designs
- Sift through reports in CRM

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AI WORKFLOWS

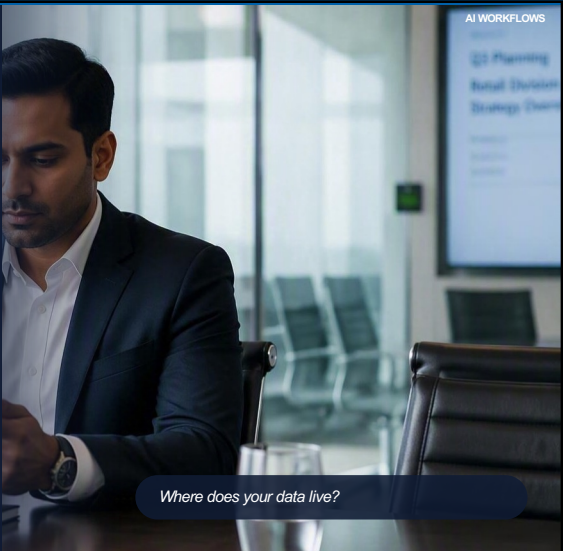
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Briefings that make you game ready.

- Meeting Preparation
- Morning Brief
- End of Day Reminders
- End of Week Recap

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AI WORKFLOWS

Where does your data live?

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Practice With Voice

- Talk through the conversation before it happens
- Test your opener, practice the objections
- Capture the follow-up plan while it is fresh

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AI WORKFLOWS



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Turn Meetings Into Actions

- Record the meeting
- Generate the summary, decisions, owners, and dates
- Add action items to your to-do list
- Proactively start the work

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AI WORKFLOWS



Owner	Priority	Status	Due Date
Taylor Phillips	Medium	In Progress	2023-08-09
Alexa Patel	High	Not Started	2023-08-10
Jordan Mitchell	High	In Progress	2023-08-11
Cathy Johnson	Low	Complete	2023-08-12

Upcoming Deadlines

2023-08-09	Submit Q3 Report
2023-08-10	Review Budget
2023-08-11	Client Presentation
2023-08-12	Team Retrospective

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RECAP: The 5 AI Workflows

- 1 Streamline Knowledge Work (*PowerPoint, Excel, Word*)
- 2 Read Faster, Research Smarter
- 3 Briefings That Make You Game Ready
- 4 Practice With Voice AI
- 5 Turn Meetings Into Actions – Work Proactively

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Thank you Pac West!



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