

Agenda:

1. Prospecting
2. The Sales Process
 - a. Pre-Sale
 - b. ROI
 - c. Service
 - d. The Close
3. Value Proposition
 - a. Retail Solutions
 - b. Financial Solutions
 - c. New/Edge Products
4. Selling Software - CCC
5. Product Demos
6. Sales Tools & Resources
7. Success Stories & Testimonials