

Leverage Your Strengths in Sales



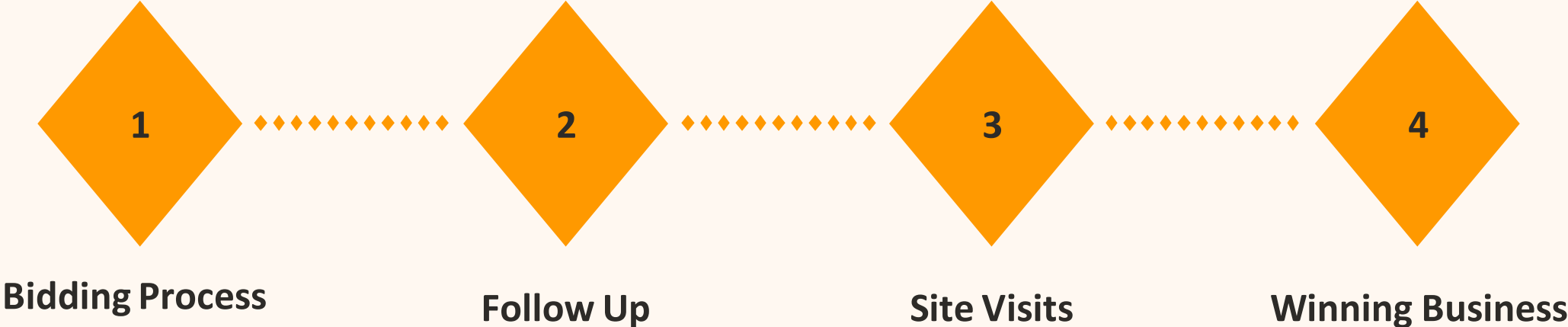
**RAPID
CITY** **SD**



Tyson Steiger

Visit Rapid City- Director of Sales

Overview



Bidding Process

1



Follow Up

2

- Call within a week of sending bid
- Send package
- Be creative and personable with emails
- Use incentives
- Encourage in person site visit
- Set a timeline and document everything in a CRM
- Communicate with industry partners

Site Visits

3



BE EXTRODINARY, NOT ORDINARY

Winning Business

4



Incentives



Attendance Building



Servicing

Build friendship level working relationships

Thank you!

