

Maximize Your TEGG Prospecting Toolbox

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As the summer months are winding down, TEGG Maintenance Sales and DES Representatives are gearing up to finish the year strong in hopes of exceeding their individual sales quotas.

This is also the time of year to start thinking about filling the sales funnel with new prospects and opportunities. Now is the time not only to book those last few accounts for 2018, but to start planning ahead for opportunities in 2019. Now is also a great time to revisit your prospecting toolbox.

Prospecting is much more than making phone calls and knocking on doors. When you look at all steps TEGG Diamond Award winners take, it's easy to see there is more to it than sitting at a desk and making calls.

Strong time management is paramount in our sales culture. It's essential to maximize time, especially with all the weekly exploratory calls, PSE inventories, and verification meetings. Getting creative and maximizing all available prospecting opportunities is a proven way to stay focused and enthusiastic about selling.

Scheduling Lunch & Learns is a proven method to reach 20 decision makers in one day. Using cold calling in the field to hand out invitations is an easy way to fill seats for your Lunch & Learn event, and it gives you a reason to get out there and introduce yourself to decision makers.

Also, be sure to check on service calls on a weekly basis with your service manager, and discuss these opportunities during your weekly PAR meetings. It is a great way to perform a C.A.R.E. call and visit clients, see how their facility is performing since the technicians were there, and, if it is a positive visit, potentially schedule an E-Call.

Referrals are one of the most underutilized prospecting tools. You should be asking for referrals from every client, whether you're completing a C.A.R.E. call or an agreement renewal. Form relationships with supply houses and vendors, then ask them for referrals. In fact, all company employees should be asking for referrals.

Please take a minute and review this [prospecting checklist](#) I've built. It's sure to provide additional ideas and tips to create new sales opportunities.

If you want to take home sales awards, get creative, stay enthused and have fun prospecting!

