

Growing Sales In a Slowing Economy



847.459.6322 | Goldfayn.com

Make a quick plan
at the start of the
week



Download all the 5 Minute Selling Planners & Trackers at www.goldfayn.com | Copyright 2020 Alex Goldfayn



The Simple Proactive Call Planner

Week Of (Date):

Write the names of the people (not companies) to call this week.
Keep this planner on your desk as a reference throughout the week.

Current Customers

Past Customers

Current Prospects

Past Prospects



List your top 30 customers who can buy more. Then your top 20 prospects who you've previously spoken with. And finally, your top 10 prospects you have not yet talked to but wish to make contact with.

This tool is available as a free download at www.Goldfayn.com

Commit to a # of proactive calls for the week...

The screenshot shows a Facebook group page for "Pick Up The Phone And Sell". The group is created by Alex Goldfayn and has 900 members. The page layout includes a left sidebar with navigation options like Home, Rooms, and Events, and a right sidebar with group information and pinned topics. The main content area displays the "Newest Activity" feed, featuring a post from Alex Goldfayn about a webinar and a discussion thread about growing sales in a slowing economy.

Group by Alex Goldfayn

Pick Up The Phone And Sell
Private group · 900 members

Admin tools

- Member requests: 0 new today
- Pending posts: 0 new today
- Member-reported content: 0 new today
- Moderation alerts: 0 new today
- See more

Home

- Rooms
- Events

Discussion | Featured | Topics | Members | Media | Questions

Newest Activity

Alex Goldfayn shared a link.
Admin · May 4 at 7:33 AM ·

I'm hosting a free, live webinar this Friday at 11AM central time about proactive sales growth in a slowing economy. It will run 45 minutes and you'll find it energizing and you will be armed with specific techniques and language to use with customers and prospects. Full description in the comments. Register here (each participant needs to register on the Zoom platform to receive your unique link): https://us06web.zoom.us/j/.../reg.../WN_8nD019USTfOsc2fcVAwc7w

US06WEB.ZOOM.US
Welcome! You are invited to join a webinar: Growing Sales In a Slowing Economy. After registering, you will receive a...
Is it possible to grow sales in our current economy? The answer is unequivocally yes. Every one of my current clients is up dramatically. Join me this Friday May 6 at 11AM Central time / 12PM Eastern / 9AM Pacific...

View insights 264 post reach >

Like Comment 2 Comments

Alex Goldfayn Author Admin · 1
Is it possible to grow sales in our current economy?
Inflation is rising dramatically. ... [See more](#)

US06WEB.ZOOM.US
Welcome! You are invited to join a webinar: Growing Sales In a Slowing Economy. After registering, you will receive a...

Stacie Wright-Davies
Danny Davies
Like Reply Remove Preview 2d

Write a comment...

About
Let's talk about selling with the phone. It's the single most effective sales tool, but the most avoided one. It creates the fastest sales growth... [See more](#)

Private
Only members can see who's in the group and what they post.

Visible
Anyone can find this group.

General

[Learn more](#)

Topics in this group

- #introductions_aboutyouyourwork** Pinned by admin · 2 posts
- #generalsalesdiscussion** Pinned by admin · 1 post
- #qalex_questionsforalex** Pinned by admin · 1 post

[See all](#)

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Weekly

5 x 5

Plan

Customer	5 DYK Each	
Customer A	1	
	2	
	3	
	4	
	5	
Customer B	1	
	2	
	3	
	4	
	5	
Customer C	1	
	2	
	3	
	4	
	5	
Customer D	1	
	2	
	3	