

ENABLE

ASIA WINTER SALES MEETING 2021

YOUR AWSM TASKS

- Attend 'Orientation' live session (Mon, 9:30 SGT)**
- Attend 'Time Zones 3rd edition' live model lesson (Mon, 11:00 SGT)**
- Complete the 8 'Essentials' self-study modules**
 - Welcome To Our World 2nd edition (20 minutes)*
 - Look and See (20 minutes)*
 - Our World 2nd edition (20 minutes)*
 - Look (20 minutes)*
 - Reach Higher (20 minutes)*
 - Time Zones 3rd edition (20 minutes)*
 - New Close Up (20 minutes)*
 - World Link 4th edition (30 minutes)*
- Attend 'Selling Digital' live session (Tues, 9:30 SGT)**
- Complete the 'Magellan Review' self-study module (30 minutes)**
- Attend 'WOW 2nd edition' live model lesson (Wed, 9:30 SGT)**
- Attend 'Reach Higher' live model lesson (Wed, 11:00 SGT)**
- Complete the 7 'Sales Skills' self-study modules**
 - 1-The Number One Question In Sales (7 minutes)*
 - 2-Establishing Expectations (7 minutes)*
 - 3-Closing Without Sounding Like A Salesperson (7 minutes)*
 - 4-People Buy Emotionally And Justify Rationally (8 minutes)*
 - 5-The Importance Of Expectations (8 minutes)*
 - 6-Being Prepared For Objections (8 minutes)*
 - 7-Handling The Most Common Objections (8 minutes)*
- Complete the 'OLP Walkthrough' self-study module (75 minutes)**
- Attend 'Look' live model lesson (Thurs, 9:30 SGT)**
- Record your Individual Recording Project video (Thurs) (30 - 45 minutes)**
- Submit your video on the video page**
- Participate in the Local Team Meeting (Thurs) (approximately 60 minutes)**
- Attend 'Closing' live session (Fri, 9:30 SGT)**