

Ice Breaker

**What do you find most
challenging about selling
in 2023?**

Today's agenda

1. Housekeeping (Do these things first)

2. Introductions

3. Top takeaways

4. Discussion

5. Q&A

Quick Housekeeping

1

Get Your Recording

You'll get a recording of today's session. Check your email within 48h

2

No Questions in the Chat

Type your questions into the Q&A tab, and not the "Chat".

3

No Spam in Chat!!!

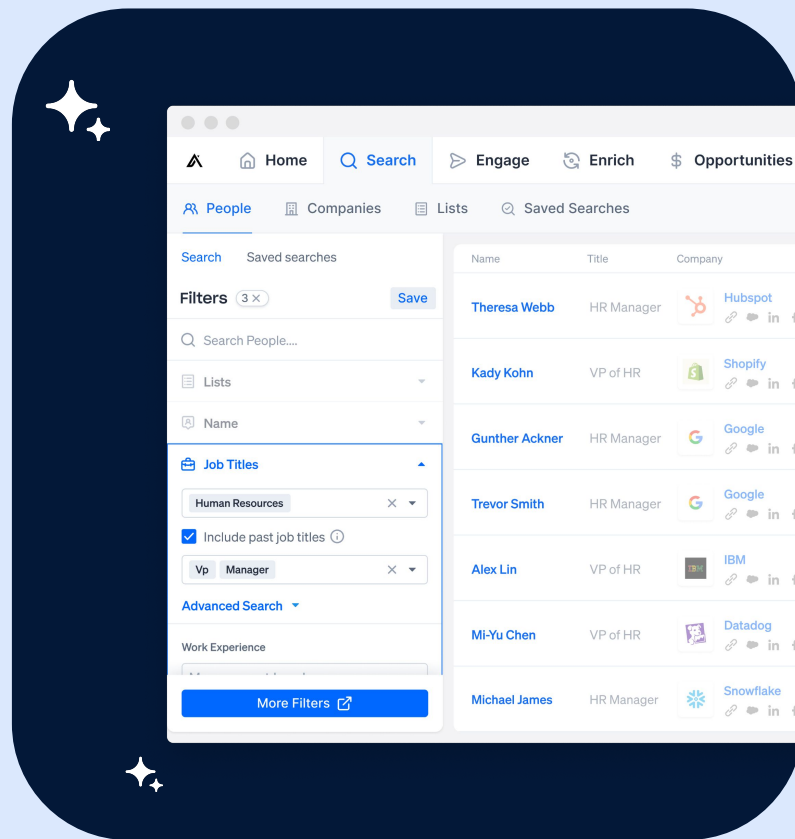
We will boot you and ban you from future webinars forever



The End-to-End Sales Engine

Trusted by 1M users across 17,000 companies

 **stripe** DocuSign  **RIPLING**



Sales Unfiltered

What You Need to Unlearn in 2023 to Succeed

Speakers



Hannah Ajikawo
CEO & Founder, Revenue Funnel



Justin Michael
Co-founder, HYPCCCYCL

Speakers



Leandra Fishman

CRO, Apollo.io

Top Tips

from Hannah & Justin



Unlearning #1

Less: "What do I need to do"

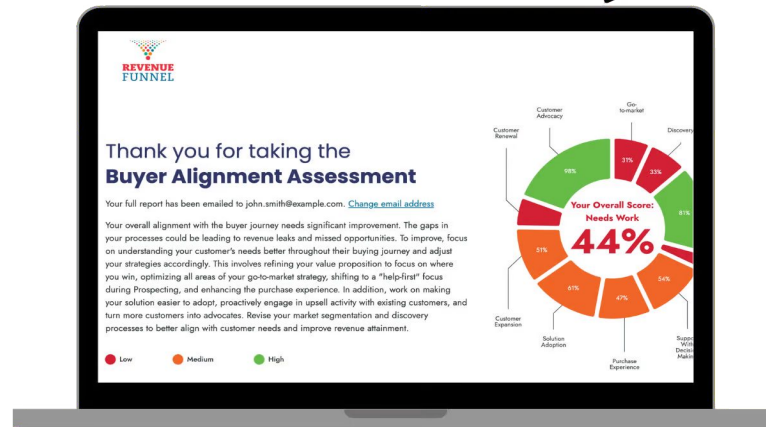
**More: "What does my buyer
need from me?"**

Free Resource

Revenue Growth Assessment



Grab your personalised report



Giveaway

Revenue Stimulator Program



A video player interface with a black background and rounded corners. At the top center is the 'REVENUE FUNNEL' logo. Below it is a red horizontal bar with the text 'THIS IS FOR REVENUE LEADERS'. The main content area features the text '3 Week Revenue Growth Program To Convert More Opportunities At Higher Deal Values'. Below this is a video frame showing a woman with glasses speaking. A subtitle 'can help you' is visible at the bottom of the video frame. A volume icon is in the top right corner of the video frame.

Unlearning #2

**Live phone connection is NOT
the most effective channel.**

Interactivity is.
(It's all going down in the DMs)

Free Resource

Prospecting Guides



JMM™ Codexes & Guides

Sellers: download the revolutionary prospecting system that's driven 100s of millions in pipeline. Spike your results and exceed quota today. Marketers, help sellers succeed faster!



Discussion

Sales Unfiltered

Q&A

Thank you

We'd love to hear your feedback!

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