

RELENTLESS SALES

Personalized Training



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RELENTLESS SALES — CORPORATE TRAINING

Two-Day Onsite Training (10.5 Hours)

Built from the five-playbook **Relentless Sales** system
Designed for sales professionals **and** sales leadership

Program Purpose

Relentless Sales training replaces personality-driven selling and reactive management with a **disciplined, repeatable sales system**. The program aligns mindset, method, execution, leadership, and structure so teams operate with clarity, consistency, and shared accountability.

The framework adapts across industries and sales models while remaining grounded in proven principles.

DAY ONE — FOUNDATION & EXECUTION (5 Hours)

Sales Mindset

Establish the mental discipline required for consistent performance. Participants align around professionalism, emotional control, resilience, and personal responsibility.

Sales Methods

Define the sales process from first contact through close. Teams learn the language, sequencing, and behaviors that convert activity into predictable results—regardless of industry or sales environment.

Sales Mastery

Apply closing psychology, objection management, and deal progression frameworks to real-world scenarios. Emphasis is placed on clarity, conviction, and execution.

Daily Sales Operating Rhythm

Participants build individual and team execution rhythms that support focus, accountability, and momentum.

DAY TWO — LEADERSHIP, SCALE & SYSTEMS (5.5 Hours)

Sales Management

Train leaders on coaching behaviors, inspecting activity, reinforcing standards, and developing people—not just managing numbers.

Sales Models

Introduce visual frameworks and operating models that support scalability. Teams learn how to build systems that allow performance to grow without chaos or burnout.

Leadership Alignment

Reps and leaders align on expectations, metrics, and standards to ensure the system is supported consistently after the training.

Capstone: Shared Sales System Design

As a **shared exercise**, sales professionals and leadership collaboratively map their current sales process against the Relentless Sales framework. Together, teams identify gaps, inefficiencies, and immediate improvement opportunities—leaving with a clearer, unified path forward.

Customization

Relentless Sales training can be tailored for:

- Transactional or consultative sales environments
- Inside, outside, or hybrid sales teams
- B2B, B2C, or service-based organizations
- New teams or established sales organizations

Customization adjusts **application**, not the integrity of the system.

Outcomes

Participants leave with:

- A shared sales language and process
- Clear expectations across roles

- Stronger alignment between leadership and execution
- Practical tools ready for immediate implementation

Why Relentless Sales Training

This is not motivation.

It is **sales as a professional system—built to endure.**