

new year, new strategy

External



Inbox



Sarah Brazier <sarah.brazier@gong.io>



1 Jan 1 Fri, Jan 18, 4:21 PM (3 days ago)



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As Feb February approacheth, sales leaders far and wide are preparing for SKO. Raps will be rallied, emotions will be ignited, and sales strategies will be deployed.

The dilemma sales leaders face, though, is much more challenging than the age old question of "when should we break for happy hour?" One can sum it up in with the knee bucking McKinsey stat: 70% of new business transformations, like sales methodologies or how you go-to market fail.

(If that does make you internally yikes, then I commend your steely nerves.)

"How come?" might be your next question - and the answer is simple: after SKO strategies are deployed, sales leaders have no visibility into the adoption, or effectiveness of their initiative.

So, post SKO, how do you plan to ensure your biggest initiatives are achieved this year? If that question is answered with a new Salesforce field or more manager reports - there might be a better way.

Interested in learning what it is? Give me a ping back. If not, no worries.

-Sarah

P.S. Give me a shout if you'd like to read through the McKinsey study - happy to share my copy!

Sarah Brazier

Commercial Account Executive

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Table of Contents Email Example For Sales Prospecting

1. Understanding the eBook Email Example For Sales Prospecting
 - The Rise of Digital Reading Email Example For Sales Prospecting
 - Advantages of eBooks Over Traditional Books
2. Identifying Email Example For Sales Prospecting
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Email Example For Sales Prospecting
 - User-Friendly Interface
4. Exploring eBook Recommendations from Email Example For Sales Prospecting
 - Personalized Recommendations
 - Email Example For Sales Prospecting User Reviews and Ratings
 - Email Example For Sales Prospecting and Bestseller Lists
5. Accessing Email Example For Sales Prospecting Free and Paid eBooks

- Email Example For Sales Prospecting Public Domain eBooks
- Email Example For Sales Prospecting eBook Subscription Services
- Email Example For Sales Prospecting Budget-Friendly Options
- 6. Navigating Email Example For Sales Prospecting eBook Formats
 - ePub, PDF, MOBI, and More
 - Email Example For Sales Prospecting Compatibility with Devices
 - Email Example For Sales Prospecting Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Email Example For Sales Prospecting
 - Highlighting and Note-Taking Email Example For Sales Prospecting
 - Interactive Elements Email Example For Sales Prospecting
- 8. Staying Engaged with Email Example For Sales Prospecting
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Email Example For Sales Prospecting
- 9. Balancing eBooks and Physical Books Email Example For Sales Prospecting
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Email Example For Sales Prospecting
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Email Example For Sales Prospecting
 - Setting Reading Goals Email Example For Sales Prospecting
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Email Example For Sales Prospecting
 - Fact-Checking eBook Content of Email Example For Sales Prospecting
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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