



The Quantum Sales Academy

A structured programme for anyone who wants to master professional selling using world-class proven methodologies



4 Membership Levels

Associate membership

- Access to online webinars and tools
- Quarterly 3-Day, Fri-Sunday Sales Academy Workshops
 - The A.Q.U.I.R.E. New Customer Generator
 - The C.H.A.N.G.E. Value Added Selling Framework
 - The S.I.S.T.E.M. Key Account Planning Structure
 - The W.I.N.I.T. Sales Negotiation Toolkit

Full membership = above +

- Quantum Mentors
 - 16 hours of personal 121 mentoring with your Quantum Sales Coach
 - Personal Graduation Assessment
 - Graduation certificate

Enhanced membership = above +

- C.H.A.N.G.E. Value Added Selling Masterclass
 - 3 x 2 days intensive workshops
 - Preparing and executing need development meetings (C.H.A.N.G.)
 - Preparing and executing solution presentation meetings (E)

Elite membership = above +

- 16 hours personal mentoring and sales coaching with Jeff Downs
 - Testing
 - Accreditation
 - Sales Master certificate