



## Bridging Sales Methodology and Technology

### Where to Start:

The **4 questions** to ask before adding AI to your sales process.

- ☐ What is my sales process?
- ☐ Can I write it down?
- ☐ How manual is it?
- ☐ Where are the bottlenecks?
- ☐ *\*Bonus\* - Will this make the sales reps life easier?*

### The Future Seller

The future of sales requires **2 fundamental skill sets** for sales reps and leaders:

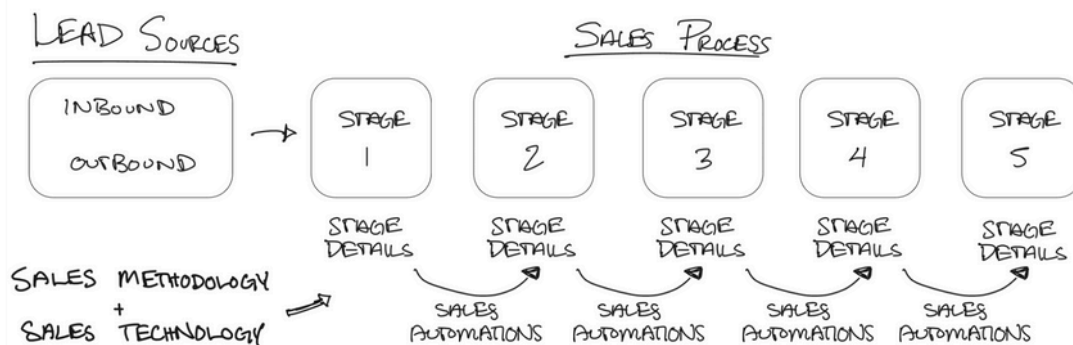
#### 1. Communication Skills

*Build trust, ask the right questions, present solutions.*

#### 2. Tech Savvy

*Know how to use "technology as a teammate"*

## How to Build an AI-Powered Sales Process



**"You're still driving..."** use AI to keep you in your lane and help you make the right turn."

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