

# BMF Sales Fast Track Virtual June 2021 Schedule



Virtual Option	Date(s)	Timings
<b>Pre-Work</b> <ul style="list-style-type: none"> <li>GiraffePad Learning Set-Up</li> <li>Commercial Dashboard</li> <li>80 Commercial Tactics (180 or 360)</li> <li>'Day in the life of...'</li> </ul>	Tuesday 1 <sup>st</sup> June 2021 (On-Line Links distributed)	Delegates receive GiraffePad Invite Knowledge Case sent to delegates
<b>Pre-Launch Zoom</b> <ul style="list-style-type: none"> <li>Programme Events</li> <li>Day in the Life of</li> <li>GiraffePad Learning Management System</li> </ul>	Tuesday 8 <sup>th</sup> June 2021	8:50 am – 11:00 am
<b>Week One</b> <ul style="list-style-type: none"> <li>Welcome to your Commercial Dashboard and 80 Commercial Tactics</li> </ul>	Tuesday 22 <sup>nd</sup> June 2021	8:50 am – 12:15 pm
<b>Week Two</b> <ul style="list-style-type: none"> <li>Welcome to your Colour Profile</li> <li>Pre-work Clarity4D Profile</li> </ul>	Wednesday 7 <sup>th</sup> July 2021	08:50 am – 12:15 pm
<b>Week Three</b> <ul style="list-style-type: none"> <li>Prospecting – Before the Sale Begins</li> </ul>	Wednesday 21 <sup>st</sup> July 2021	08:50 am – 11:45 am
<b>Week Four</b> <ul style="list-style-type: none"> <li>Identifying Needs – What the Customer Wants</li> </ul>	Tuesday 3 <sup>rd</sup> August 2021	08:50 am – 11:45 am
<b>Week Five</b> <ul style="list-style-type: none"> <li>Present Offer – Proposing Solutions</li> </ul>	Tuesday 17 <sup>th</sup> August 2021	08:50 am – 11:45 am
<b>Week Six</b> <ul style="list-style-type: none"> <li>Manage Objections – Handling Resistance</li> </ul>	Wednesday 1 <sup>st</sup> September 2021	08:50 am – 11:45 am
<b>Week Seven</b> <ul style="list-style-type: none"> <li>Close Sale – Secure the Business</li> </ul>	Tuesday 14 <sup>th</sup> September 2021	08:50 am – 11:45 am
<b>Week Eight</b> <ul style="list-style-type: none"> <li>Follow Through – Follow Up Ask for Referrals</li> </ul>	Tuesday 28 <sup>th</sup> September 2021	08:50 am – 11:45 am
<b>Week Nine</b> <ul style="list-style-type: none"> <li>60 Day Commercial Plan and academic certification criteria</li> </ul>	Tuesday 12 <sup>th</sup> October 2021	08:50 am – 11:45 am
<b>Weeks Ten to Nineteen</b> <ul style="list-style-type: none"> <li>Applied Learning including 60 Day Commercial Plan and academic certification criteria</li> <li>60 Day Commercial Plan Draft Presentation to Sponsor (Week Nineteen)</li> </ul>	Wednesday 13 <sup>th</sup> October 2021 to Tuesday 14 <sup>th</sup> December 2021	Timings to be confirmed with Sponsor
<b>Week Twenty</b> <ul style="list-style-type: none"> <li>Applied Learning Results Judging Presentation</li> </ul>	Tuesday 21 <sup>st</sup> December 2021	All Day Event timings to be confirmed