

ALL ACCESS

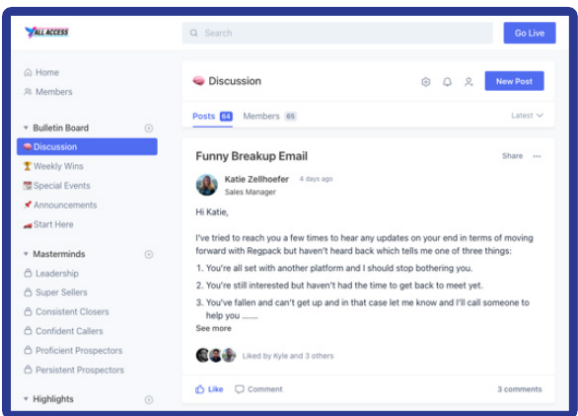


All Access is our virtual training & coaching platform that is strategically designed for SDRs, AEs, Sales Operations, and other GTM roles.

Here is how it works.

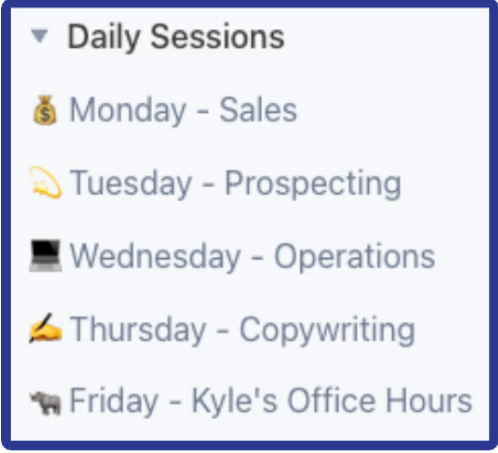
COMMUNITY

- Your team will become members of an online community of peers in their same role.
- Your team will be able to learn best practices from others in their role.
- Your team will have access to the Vouris Library of online courses.



COACHING

- Every day we have group coaching sessions, Covering a variety of topics.
- Most of the sessions have structured lessons and open Q&A so everyone gets the support they need.
- Every session is recorded, so your team will ever miss a thing.



COMMUNICATION

- Your team will have direct access to the Vouris team.
- If anyone on your team has a question, want's a call reviewed, or their copy evaluated, they can send it directly to us and get a response within 24 hours.
- If there is any private information, we have private direct messaging and 1:1 breakout rooms.



ALL THIS BACKED BY AN AMAZING GUARANTEE.

After 30 days, if you do not believe this is the best program for your team, you can cancel.

FREQUENTLY ASKED QUESTIONS

Will my team get poached by other companies in this community?

Absolutely not. We have a zero tolerance for poaching and have a clause in our contract preventing it.

What if one of my reps needs to discuss something sensitive?

In the event that someone would like to discuss something privately, we have break out rooms in zoom and direct messaging. Whichever they prefer.

What if we use different tactics than other companies?

In the event that someone would like to discuss something privately, we have break out rooms in zoom and direct messaging. Whichever they prefer.

WHAT OUR MEMBERS SAY

Clients rising from the dead!!👥👥

This week, four clients that I had been chasing for the past 2/3 months suddenly resurfaced, with two of them upgrading their accounts to PRO. They have finally chosen to go with WT after days, weeks and months of chasing. Even outbidding our competitor. it's going to be a messy one at the pub this evening 🍷!!

A funny way to get a demo

This is kind of an odd one. I had called a contact from a company and told him about what we do. He said he was not the decision maker and to call his colleague. His colleague was unavailable and then the next thing I know that first guy I contacted, filled out a demo request, as he later told me the minute he got off the phone with me, he went on to our website and thought [redacted] was something he could use. When I called back to qualify him, he ended up saying that he does all the tour planning so his colleague and co-owner allows him to make the final decisions on implementing new processes. Thus he requested and scheduled a demo.

UPDATE: My colleague [redacted] said it was a good demo and they signed up with [redacted] today! Friday (1/28/22)

Phone call + Linkedin message = Closed!

Closed a deal today with a guy that I've only spoken with via a Linkedin message (his firm name is [redacted]) so I reached out letting him know I like his mission 🤔 plus a phone call.

Called him today to address that his trial expired and talked through it making the most sense to skip a demo call and go straight for the onboarding call!

Got the card on the call!!

Getting a [redacted] PRO!

Getting a PRO subscription in [redacted] is usually a bit more challenging, due to some budget/income challenges companies might experience.

Based on what we discussed on the "close more deals by selling less" course from this week, I tried to focus on understanding the main pain point of this client so I could bring more value instead of pushing the pro.

Turns out this client really needed to have total control over the payment process, and also ensuring getting their payment on time, so all the different possibilities enabled by the pro version would be ideal for them, so on my demo I mentioned something like " I think the upgrade would help you even more when it comes to taking your booking process to the next level so you can enable the branding and auto-billing options, but of course you always get to decide what is the right moment to take your booking process to the next level!"

Today they called me and said " [redacted] we decided to go for the pro version already!" and made the payment right away as well :)

Really happy for this win for [redacted] this week! 🎉

New Workflow starting to pay off

set a personal goal to schedule a meeting a day this week
4 meetings set so far (1 scheduled for next week):
3 with tier 1 companies
1 with a prospect who has been with a competitor for years and had previously said they were likely to never churn due to their personal relationship w/ the owner :)
changes with workflow include: working from target accounts first and started incorporating emails more effectively by personalizing

Monday Wins!

Was able to book 3 meetings on 4 pickups this Monday morning!

Extra excited about that because Mondays have been pretty dead for the last month. It's going to be a good week!



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