

Bold Value Coaching Partner

On-Demand Access to Sales Expertise to Sustain Your Results

WHAT YOU WILL GET

You're responsible for delivering on the forecast, but you cannot be in every deal. The Bold Value Coaching Partner gives you and your team on-demand access to a senior sales expert who already knows your business, your people, and your deals. For a flat monthly fee, you bring that expertise in whenever the month demands it: live deal strategy, team sales-call coaching, manager reinforcement, or pipeline review.

HOW IT WORKS

A standing relationship billed in quarterly, three-month increments. You schedule sessions directly, delivered remotely.

WHY IT MATTERS

Most sales training fades fast. Without reinforcement, the skills decay, teams drift back to old habits, and deals get won or lost on price. Managers are left guessing why results swing between feast and famine, with little visibility into what is actually moving revenue. The workshop alone was never going to be enough.

Combining training with coaching is 4X more effective than training alone (Gartner).

The Coaching Partner extends your reach, so your sales pros get expert guidance and you get time back to lead.

There is no session counter to manage and no calls to ration. Some months you lean on it more ahead of a major opportunity. Other months a single conversation is all you need. You pay the same predictable amount either way, and the expertise is there when it matters most to your revenue. Most customers use it 4 - 7 times each month, on average.

IMMEDIATE INSIGHTS & FRAMEWORKS

Put your monthly access to work in many ways that keeps your sales momentum moving forward while receiving the insights you need, immediately. A few examples, below:



Live Deal Strategy



Team Call Coaching



Manager Coaching

EQUIPS YOU TO ACHIEVE

- Make the value-selling method stick, so training shows up in how your team sells every day
- Win more deals on value instead of price, protecting margin and differentiation against competitors
- Move stalled, high-stakes deals forward with expert strategy applied to your live opportunities
- Saves time for busy sales managers so performance and results compounds
- Keep senior sales expertise on call for a fraction of the cost of an experienced VP of Sales hire