



CREATING A SALES CULTURE MINDSET TO INCREASE REVENUE

Presented by Jan Horton Spence

THE CHALLENGE:

THE SOLUTION:

1.

2.

3.

A large, empty rectangular box with a purple border. The box is divided into two sections by a horizontal line. The top section is approximately 50% of the total height, and the bottom section is the remaining 50%. This box is intended for the user to write their response to the challenge and solution prompts.